Exhibit 8

State of California ex. rel. Ven-A-Care of the Florida Keys, Inc. v. Abbott Laboratories, Inc., et al.

Exhibit to the Declaration of Nicholas N. Paul in Support of Plaintiffs' Motion for Summary Judgment as to Defendant Dey

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ORAL AND VIDEOTAPED DEPOSITION OF

CHARLES A. RICE

NOVEMBER 7TH, 2002

VOLUME 2

ORAL AND VIDEOTAPED DEPOSITION OF CHARLES A. RICE,
PRODUCED AS A WITNESS AT THE INSTANCE OF THE
PLAINTIFF(S), AND DULY SWORN, WAS TAKEN IN THE
ABOVE-STYLED AND NUMBERED CAUSE ON NOVEMBER 7TH, 2002,
FROM 9:12 A.M. TO 5:34 P.M., BEFORE CYNTHIA VOHLKEN,
CSR IN AND FOR THE STATE OF TEXAS, REPORTED BY MACHINE
SHORTHAND, AT THE OFFICES OF COUDERT BROTHERS, 600
BEACH STREET, SAN FRANCISCO, CALIFORNIA PURSUANT TO
THE TEXAS RULES OF CIVIL PROCEDURE.

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- ¹ A. I REALLY DON'T. PROBABLY THE MID-'90S.
- 2 AGAIN, '94, '96, SOMETIME IN THERE.
- ³ Q. IN 1992 DID YOU HAVE AN UNDERSTANDING OF WHAT
- ⁴ THE TERM AWP WAS IN REFERENCE TO PRICES?
- ⁵ A. YES, SIR.
- 6 O. AND CAN YOU PLEASE EXPLAIN WHAT YOUR
- 7 UNDERSTANDING WAS OF THAT TERM?
- 8 A. THE SAME AS IT IS TODAY AND THE SAME AS I
- 9 SAID IN THE PREVIOUS DEPOSITION. THE AVERAGE
- WHOLESALE PRICE IS THE PRICE SUGGESTED BY
- MANUFACTURERS OR DRUG WHOLESALERS TO RESELL THE
- 12 PRODUCT TO THEIR RETAIL CUSTOMERS.
- O. AND DID YOU HAVE AN UNDERSTANDING OF WHAT AWP
- WAS USED FOR?
- ¹⁵ A. NO.
- 16 O. SINCE 1992 HAVE YOU COME TO LEARN WHAT AWP
- WAS USED FOR?
- 18 A. FOR A VARIETY OF VENUES, YES.
- O. CAN YOU PLEASE EXPLAIN WHAT YOU CAME TO
- LEARN?
- 21 A. CERTAINLY CMS USES IT IN -- IN ESTABLISHING
- REIMBURSEMENT RATES FOR MEDICARE DRUGS UNDER PART B.
- THIRD-PARTY PAYERS USE AWP TO ESTABLISH THEIR OWN
- REIMBURSEMENT RATES. SOME STATES USE IT PLUS OR MINUS
- 25 CERTAIN FACTORS IN THEIR MEDICAID PROGRAMS.

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- TIME TO TIME TO AWT PRICE -- AWP PRICES?
- A. I'VE MENTIONED A COUPLE OF OCCASIONS WHERE I
- THINK WE DID ADJUST AWP, BUT IN GENERAL AWP IS SET
- WHEN THE PRODUCT IS LAUNCHED AND IT REMAINS THE SAME.
- ⁵ O. WERE MARKET FORCES EVER CONSIDERED IN TERMS
- 6 OF MAKING AN ADJUSTMENT TO AWP PRICES?
- A. IN SOME SITUATIONS PROBABLY, BUT I DON'T
- 8 THINK THE AWPS WERE -- WERE CHANGED ON THAT BASIS.
- 9 Q. AND CAN YOU PLEASE TELL ME WHY IT WAS THAT
- MARKET FORCES DID NOT HAVE AN IMPACT ON CHANGES TO AWP
- 11 PRICES?
- 12 A. I DON'T REALLY HAVE AN ANSWER FOR WHY, IT'S
- JUST AWP IS SET AND IT REMAINS THE SAME.
- O. DURING THE PERIOD AFTER 1995 DID DEY EVER
- 15 CONSIDER USING MARKET FORCES AS A BASIS FOR THE CHANGE
- TO AN AWP PRICE?
- A. AGAIN, I DON'T RECALL SPECIFICS. I RECALL
- THE MDI SITUATION WHERE WE HAD A NATIONAL SHORTAGE OF
- 19 THE PRODUCT, WHICH WAS A HIGHLY UNIQUE -- UNIQUE
- SITUATION.
- Q. OTHER THAN A SHORTAGE WERE THERE ANY OTHER
- MARKET FORCES, MEANING COMPETITORS EITHER -- LOWERING
- PRICES THAT THEN GAVE DEY A CONSIDERATION AS TO
- WHETHER OR NOT THEY SHOULD LOWER AN AWP PRICE?
- A. NOT TO MY KNOWLEDGE, NO. NOT -- NOT FOR THE



DEY LABORATORIES L.P. 2751 Napa Valley Corporate Drive Napa, CA 94558 TEL. (707) 224-3200 FAX (707) 224-3235

May 1, 1998

Dey Laboratories Sales Commentary April 1998

Monthly sales of \$21 million are 31% above prior year and 17% above budget. Year-to-date sales are \$92 million, 35% above prior year and 11% above budget. Year-to-year comparisons must take into account the addition of former Center products sales in 1998 which were not present in April of 1997. Without the former Center products, sales for April are 1% above budget and 1.8% lower than the previous year. Sales for the first four months of 1998 are 18% above the prior year.

We announced the May 1 EpiPen price increase in April and the stocking up did occur this month. EpiPen sales of \$5.3 million are indicative of this action and will not be repeated in May. Year-to-date we remain about \$2 million behind plan in EpiPen which is due to the EZ Pen recall of late last year and the delay in relaunch, now scheduled by Meridian for July. This has delayed our promotional efforts as well, contributing to lower than expected sales.

Albuterol unit dose sales were 59% below budget for the month but are only 4% behind year-to-date. We are negotiating a \$17 million order from one wholesaler, which should appear in May and June sales and should help move this product back above plan through the summer. April orders happened to be sluggish compared to prior months.

Albuterot MDI continues its pricing decline due to competitive pressures. We are negotiating new pricing with Glaxo Wellcome, but we do not expect great improvements in this product item over the remainder of this year.

Cromolyn Sodium remains near budget with no significant variance. This market continues to decline and the pending launch by RPR of nedocromil in unit dose will expedite this trend into next year.

Ipratropium continues to outperform at 58% over plan. Pricing has been higher than budgeted and unit volume continues to develop nicely. Boehringer Ingelheim is beginning to get more aggressive with pricing, and we can expect erosion to accelerate, but still within the budgeted range. Dey is now the clear market share leader for this product.

EM Pharma continues its efforts to gain formulary acceptance with moderate signs of success. Unfortunately these have not yet translated into the sales expectations, although there were a few new orders placed near the end of April. We

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DEPOSITION
EXHIBIT
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April Sales Commentary Page 2 May 1, 1998

continue to make all attempts to enhance selling promotions with Euthyrox to improve sales. Physician sample packs are not available until late June, which continues to hamper our detailing efforts. In May we will revise our AWP to improve our position relative to the competition and communicate this to customers through new price lists. This could result in helping Euthyrox displace existing substitution generic business, which will help sales in the short term. This does not impact the selling price or our margins.

Allergy-Free sales of almost \$1.5 million, including correction for backorders, are much improved, and ahead of prior year due to near recovery of the backorder. Participation by Dey personnel in getting production problems resolved with the new AllerPure filter is now being realized. Now that production and inventory problems are being resolved, we can remove the restrictions on marketing to expand activities and generate additional sales.

As part of the process of separating the management of Dey and Allergy-Free under Lipha Americas, we have recruited and hired a new Chief Executive Officer for Allergy-Free, who begins work on May 4, 1998. This new position will provide the much needed planning and leadership capabilities lacking in this business. We expect to continue the profitable trends even though we are now approaching the slow season for the products. This also frees up much time for Dey management to concentrate on more immediate activities in Napa.

The expectations for May are to be near \$18 million in sales.

CONFIDENTIAL

Oey Laboratories, L.P. Monthly Net Sales by Product April 1998 Date: 5/05/98 Time:12:00:18 Pgm: SAL210

	NET GRO	ISS SALES	Chargeback	Accrued	Accrued	
PRODUCT	Units	Oollars	Rate	Chargebacks	Rebates	NET SALES
			· .			
DEY PRODUCTS						
ACETYLCYSTEINE	l '		l (
18104 - 10% 40	5.781	129,665.40	41	53,162.81-	6,129.35-	70,373.24
18110 - 10% 100	4,809	66,313.50	20	13,262.70-	4,110.05-	48,940.75
18130 - 10% 300	7,170	225,709.79	29	65,455.84-	64,486.88-	95,767.07
18204 - 20% 40	2,762	83,019.78	54	44,830.68-	7,786.30-	30,402.80
18210 - 20% 100	4,456	71,924.80	29	20,858.19-	2,354.08-	48,712.53
18230 - 20% 300	3,747	189,220.15	57	107,855.49-	17,683.57-	63,681.09
18200 - 20% 1000	910	70,400.10	72	50,688.07-	1,640.97-	18,071.06
ACETYLCYSTEINE TOTAL	29,635	836,253.52	-	356,113.78-	104,191.20-	375,948.54
	Ì		ì	ì	ì	
ALBUTEROL UNIT DOSE						
69703 - 0.083% 30	262,046	2,208,273.75	14	309,158.33-	66,315.79-	1,832,799.63
69733 - 0.083% 30	24,556	203.191.01	4	8,127.64-	2,303.97-	192,759.40
69760 - 0.083% 30	155,282	2,569,098.89	5	128,454.94-	127,302.05-	2,313,341.90
A69703 - 0.083% 30	6,020	51,170.00	l i	.00	.00	51,170.00
A69760 - 0.083% 30	1,560	31,824.00	. !	00	.00	31,824.00
ALBUTEROL UNIT DOSE TOTAL	449,464	5,063,557.65	ŀi	445,740.91-	195,921.81-	4,421,894.93
	1		j	i i	}	
ALBUTEROL MOI						
30317 - 170	239,303	1,132,183.98	38	430,229.91-	28,239.62-	673,714.45
30327 - 170	7,487	38,034.73	28	10,649.72-	3,257.99-	24,127.02
ALBUTEROL MOI TOTAL	246,790	1,170,218.71	ļi	440,879.63-	31,497.61-	697,841.47
					+	
ALBUTEROL MULTIDOSE	-					
19620 - 5% 200	191,686	1,144,144.47	24	274,594.67-	38,881.99-	830,667.81
ALBUTEROL MULTIDOSE TOTAL	191,686	1,144,144.47	ļ ļ	274,594.67-	38,881.99-	830,667.81
		ļ	l			
CROMOLYN SODIUM			_			
68902 - 20MG/2ML 20	69,436	1,348,262.66	5	67,413.13-	63,120.04-	1,217,729.49
68912 - ZOMG/ZML 20	31,318	1,239,215.40	5	61,960.77-	89,565.50-	1,087,689.13
CROMOLYN SODIUM TOTAL	100,754	2,587,478.06	1	129,373.90-	152,685.54-	2,305,418.62
	1	1		 		
IPRATROPIUM BROMIDE			_ 1			
68503 - 0.02% 25	215,556	4,025,851.32	7	281,809.59-	230,141.37	3,513,900.36
68533 - 0.02% 25	12,885	274,012.45) 4]	10,960.50-	34,210.57-	228,841.38
68560 - 0.02% 25	82,125	3,560,303.17	7	249,221.22-	161,550.22-	3,149,531.73
IPRATROPIUM BROMIDE TOTAL	310,566	7,860,166.94	ļ !	541,991.31-	425,902.16-	6,892,273,47
			!	1		
ISOETHARINE]	Ĭ	Ì	}	ì	
66003 - 0.17% 30	63-	488.25-	1	.00	2.44	485.81-
ISOETHARINE TOTAL	63-	488.25-	1	.00	2.44	485.81-
		İ			·	
METAPROTERENOL	1			1		
67803 - 0.4% 25	9,835	87,253.52	21	18,323.24-	8,833.32-	60,096.96
67603 - 0.6% 25	16,459	155,544.73	23	35,775.29-	8,204.54-	111,564.90
METAPROTERENOL TOTAL	26,294	242,798.25	↓ i	54,098.53-	17,037.86-	171,661.86
1	ì	j	j '	\	j	
SODIUM CHLORIDE	1	Ī	}	<u> </u>		
82003 - 0.45% 30	398	5,572.00	49	2,730.28-	8.37	2,850.09
82005 - 0.45% 50	143	2,032.00	31	4 629.92-	4.75	1,406.83
83003 - 0.9% 30	72,839	804,861.61	25	201.215.40-	-10,020,01	587,626.20
83005 - 0.9% 50	28,709	342,630.68	34	116,494.43-	3,684.48-	222,451.77
83015 - 0.9% 150	11,476	82,404.48	27	22,249.21-	544.88-	59,610.39
64015 - 3% 150	199	5,828.50	3	174.86-	10.09-	5,643.55
64115 - 10% 150	1	3,009.00] 3	90.27-	33.36-	2,885.37
01112 - 101 100	102	1,003,00				
SOOTUM CHLORIDE TOTAL	113,866	1,246,338.27	1	343,584.37-	20,279.70-	882,474.20
			†	343,584.37-	20,279.70-	882,474.20
				343,584.37-	20,279.70-	882,474.20
SOOTUM CHLORIDE TOTAL			1	343,584.37-	20,279.70-	882,474.20 110.48
SOOTUM CHLORIDE TOTAL THEOPHYLLINE	113,866	1,246,338.27	1 19			110.48
THEOPHYLLINE 43301 - 300 MG 10	113,866	1,246,338.27		1.12-	.00	110.48 281.88
SOOIUM CHLORIDE TOTAL THEOPHYLLINE 43301 - 300 MS 10 43305 - 300 MS 10	113,866 18 12	1,246,338.27 111.60 348.00		1.12- 66.12-	.00 .00	110.48
SOOIUM CHLORIDE TOTAL THEOPHYLLINE 43301 - 300 MS 10 43305 - 300 MS 10	113,866 18 12	1,246,338.27 111.60 348.00		1.12- 66.12-	.00 .00	110.48 281.88
THEOPHYLLINE 43301 - 300 MG 10 43305 - 300 MG 10 THEOPHYLLINE TOTAL	113,866 18 12	1,246,338.27 111.60 348.00		1.12- 66.12- 67.24-	.00 .00 .00	110.48 281.88 392.36
SOOIUM CHLORIDE TOTAL THEOPHYLLINE 43301 - 300 MS 10 43305 - 300 MS 10 THEOPHYLLINE TOTAL OTHER DEY PRODUCTS 03003 - 0.9% 30	113,866 18 12 30	111.60 348.00 459.60	19	1.12- 66,12- 67.24-	.00 .00 .00	110.48 281.88 392.36
SODIUM CHLORIDE TOTAL THEOPHYLLINE 43301 - 300 MG 10 43305 - 300 MG 10 THEOPHYLLINE TOTAL OTHER DEY PRODUCTS	113,866 18 12 30	111.60 348.00 459.60		1.12- 66.12- 67.24-	.00 .00 .00	110.48 281.88 392.36

Dey Laboratories, L.P. Monthly Net Sales by Product April 1998 Date: 5/05/98 Time:12:00:18 Pgm: SAL210

Γ	NET GR	DSS SALES	Chargeback	Accrued	. Accrued	
PRODUCT	Units	Dollars	Rate	Chargebacks	Rebates	NET SALES
DEY PRODUCTS	,	1	Τ			
DEY CARE			1	i i		
DEY CARE	!					
40101 - 100 MG 10	9-	67.50-		.00	.00	67.50-
41301 - 0.25 MG 10	0	.00		_00	.01-	.01-
40301 - 20 MG 10	100-	850.00-	56	561.00	.00	289,00-
41501 - 5-500 MG 10	3-	13.50-	. 36	4.86		8.64-
GEY CARE TOTAL	112-	931.00-	Ţ	565-86	-01-	365.15-
TOTAL DEY PRODUCTS	1,469,006	20,151,113.62	ī	2,586,451.12-	986,395.86-	16,578,266.54
LESS:			L	1 212221 102522	300,033.00	10/0/0/2003.04
Dı	scounts				l	403,218.58-
	ministrative F	ees				331,565.33-
	dicaid Rebates					132,626.13-
Ot	her Rebates	NET SALES			-	.00
	IVIAL	JET SALES			ı	15,710,856.60
Ta			т	·		
DEY PHARMA PRODUCTS	İ			[
EPIPEN 0 3 MG 3	28,200	520,008.00]	í óo.	.00	520 000 00
030101CAN - 0.3 MG 3	7,869	13,600.05		.00	.00	520,008.00 13,600.05
030100 - 030101 - 0.3 MG 10	138,385	3,994,445.82	ı	39,944.46-	111,168.22-	3,843,333.14
030101MTXT - 0.3 MG 3	10,016	170,672.54	_	.00	.00	170,672.64
030201 - 0.15 MG 10	43,071	1,245,306.06	1	12,453.06-	28,449.84-	1,204,403.16
030301 - 0.3 MG 10	9,458-	286,497.65-		_00	25,083.25-	311,580.90-
030401 - 0.15 MG 10	2,820-	84,407.70-		00	7,787.80-	92,195.50-
EPIPEN TOTAL	215,263	5,573,127.22	Į	52,397.52-	172,489.11-	5,348,240.59
ļ	ŀ	i		}	1	
ACAROSAN 129580 - 5.0%	139	2,792.37		.00	.00	2,792.37
129582 - 5.0%	724	36,296.82		.00	.00	36,296.82
ACAROSAN TOTAL	863	39,089.19	ţ	.00	.00	39,089.19
			Ť			
ASTECH PEAK FLOW METER				· 1		}
307010 - 10	5,011	81,910.60	4	3,276.42-	29.25-	78,604.93
307025 - 10	75	1,275.00	-	.00	00	1,275.00
ASTECH PEAK FLOW METER TOTAL	5,086	83,185.60	+	3,275.42-	29.25-	79,879.93
ASTECH DISPOSABLE MOUTHPIECE]		
307070	22	1,480,00		.00	.00	1,480.00
307075	161-	5,699,40-	<u>}</u>	_00	.ao	5,699.40-
307080	108	448.00		_00 [.00	448.00
307085	25	730.00				730.00
ASTECH DISPOSABLE MOUTHPIECE T	6-	3,041.40-	-		.00	3,041.40-
ACE SPACER	1	})]	Ì	,
308010 - 10	2,300	34,324.80	18	6,178.46-	28.75-	28,117.59
ACE SPACER TOTAL	2,300	34,324.80	Ţ	6,178.46-	28.75-	28,117.59
			- T			
TOTAL DEY PHARMA PRODUCTS	223,506	5,726,685.41	Ĺ	61,852.40-	172,547.11-	5,492,285.90
LESS:						122 504 02
	scounts ministrative F	AAC .				133,584.03- 109,845.72-
	dicaid Rebates				Į.	43,938.29-
	her Rebates					.00
		NET SALES				5,204,917.86

EM PHARMA PRODUCTS			ĭ	1		
43501	1,128	4,890.24	2	97.80-	63.93-	4,728.51
43510	38	1,579.80	·	.00	111,20-	1,468.60
43601	1,068	5,231.88	9	470.87-	779.30	5,540.31
43610	85	3,225.74	2	64.51-	706.04	3,867.27
43701	1,188	6,261.84	8	500.95-	1,540.08-	4,220.81
43710	43	2,160.25	1	.00	269.10-	1,891.15
43801	336	1,848.24	2	36.96-	48.44-	1,762.84

Dey Laboratories, L.P. Monthly Net Sales by Product April 1998 Date: 5/05/98 Time:12:00:18 Pgm: SAL210

	NET GRO	SS SALES	Chargeback	Accrued	Accrued	
PRODUCT	Units	Dollars	Rate	Chargebacks	Rebates	NET SALES
CM DIJACAMA ODODUCTO			т			
EM PHARMA PRODUCTS			1			
43810	21	1.038.63	1 1	10.39-	150.65-	877.59
43901	2,244	12.562.68	23	2,889.42-	1,602.94-	8,070.32
43910	54	1,354.98	80	1,083.98-	3.958.85	4,229.85
44001	336	2,034.12	3	61.02-	155.52-	1,817.58
44010	21	1,125.48	1	.00	193.32-	932.16
44101	1,056	6,546.00	10	654.60-	2,177.57-	3,713.83
44110	39	2,236.08	1 1	22.36-	139.28-	2,074.44
44201	1,320	5,840.04	11	972.40-	6,507,57-	1,360.07
44210	75	4,231.62	2	84.63-	4,229.97	8,376.96
44301	540	3,981.72	3	119.45-	256.64-	3,605.63
44310	57	4,064.82		.00	186.48-	3,878.34
44401	552	4,438.80	14	621.43-	3.439.78-	377.59
44410	36	2,696.40		.00	336.49-	2,359.91
44501	192	1,919.52	15	287.93-	480.03	2,111.62
44510	19	1,908.16	i	.00	72.04-	1,836.12
PRFTSPLT	0	.00	1	.00	.00	.00.
OTAL EM PHARMA PRODUCTS	10,448	84,177.04	Ţ ~	7,978.70-	7,095.84-	69,101.50
LESS:		, <u></u>				
C	li scounts					2,074.59
	Vaministrative Fed	es				1,382.03
4	Medicaid Rebates				1	1,382.03
C	ther Rebates				ŀ	.00
	TOTAL N	T SALES				64,262.85

TOTAL ALL PRODUCTS	1,702,960	25,961,976,07	ĭ
A A A DUD OF BEDORE A A			-

2,656,282.22- 1,166,039.81- 20,980,037.31

DEY LABORATORIES MONTHLY NET SALES April, 1998

UNITS		IMS No. PRODUCTS	NET SALES
		HOME SALES:	
29,635	28300		375,949
449,464	28112	• •	4,421,895
246,790	28111	Albuterol MDI	697,841
191,686	28112	Albuterol Multi Dose	830,668
0	28114	Albuterol Syrup	0
0	28420	Beclomethasone AQ Nasal	o
100,754	28210	Cromolyn Sodium	2,305,419
0	28220	Cromolyn Nasal	0
310,566	28121	lpratropium	6,892,273
(63)	28112		(486)
26,294	28112		171,662
113,866	10620		882,474
30	28131		392
0	28900	Curosurf	0
96		Other Dey Products	544
(112)		Dey Care	(365)
215,263	31600	DeyPharma-Epi Pens	5,348,241
8,243		Other DeyPharma Products	144,045
10,448	72120	EM Pharma Products-Euthyrox	69,102
1,702,960		EXPORT SALES	22,139,654
	Admini Medica	Discounts strative Fees id Rebates Rebates	(538,877) (442,793) (177,946) 0
1,702,960		TOTAL	20,980,037

Filiale:

CHIFFRE d'AFFAIRES du MOIS de MONTHLY NET SALES

C.E.E.	E.E.C.		
1	1	0 71.7	111545
00 Allemagne	00 Germany		J H BACHMAN
10 Danemark	10 Denmark	180,359	ALK
20 Pays Bas	20 Netherlands		
30 Italie	30 Italy		
37 Grece	37 Greece		
40 France	40 France	•	
1	41 Belgium		
41 Belgique			
42 Luxembourg	42 Luxembourg		
50 Grand Bretagne	50 Great Britain		
52 Irlande	52 ireland		
70 Espagne	70 Spain		
90 Portugal	90 Portugal		
	Total EEC	402 400	
Total CEE	TOTAL	183,106	
EUROPE EST	EAST EUROP		
23 Tchecoslovaquie	23 Czechoslovakia		
24 Pologne	24 Poland		
25 URSS	25 USSR		
31 Yougoslavie	31 Yugoslavia		
33 Albanie	33 Albania		
1	1		i
34 Hongne	34 Hungary		
35 Roumanie	35 Romania		
36 Bulgarie	36 Bulgaria		İ
Total EUROPE EST	Total EAST EUROP	0	
Autre EUROPE	Other EUROP		
11 Suede	11 Sweden		
12 Norvege	12 Norway		
T			!
13 Finlande	13 Finland		<u> </u>
21 Suisse	21 Switzerland		į
22 Autriche	22 Austria		•
Divers (preciser les pays)	Misc. (precise countries)		
" ' ' ' ' ' ' ' ' ' ' ' ' ' ' ' ' ' ' '	ı		
			į
			}
Total Autre EUROPE	Total Other EUROP	0	
	ļ		
AMERIQUE du NORD	NORTH AMERICA		1
360 USA	360 USA	20,239,466	i
361 Canada	361 Canada - ALLEREX 520,008		
301 Garlaga	1		
	361 Canada - BDH 16,250		BDH & ALLEREX
Total AMERIQUE du NORD	Total NORTH AMERICA	20,775,724	‡
			1
AMERIQUE LATINE	LATIN AMERICA		
370 Mexique	370 Mexico		
371 Guatemala	371 Guatemala		
373 Salvador	373 El Salvador		
377 Cuba	377 Cuba		
1		j	1
378 Rep. Dominicaine	378 Cominican Republic		
470 Colombie	470 Colombia		
471 Venezuela	471 Venezuela		
472 Equateur	472 Ecuador		
473 Perou	473 Peru		
475 Chili	475 Chile		
· ·	1		
476 Argentine	476 Argentina		
490 Bresil	490 Brazil	Ì	
Divers (preciser les pays)	Misc. (precise countries)		
		ł	
		İ	
Total AMERIQUE LATINE	Total LATIN AMERICA	0	1
	ALPRIED FORWARD TO	. 00 555 55	1
A REPORTER	CARRIED FORWARD TO	20,958,830	ני

A REPORTER	CARRIED FORWARD TO	20,958,830	
EXTREME ORIENT	ASIA		
119 Chine	119 China		
120 Hong Kong/Macao	120 Hong Kong/Macao		
123 Philippines	123 Philippines		
124 Thailande	124 Thailand		
125 Indonesie	125 Indonesia	`	
126 Taiwan	126 Taiwan	ļ	
130 Japon	130 Japan		
131 Coree de Sud	131 Republic of Korea		
149 Malaisie	149 Malaysia	Į į	•
150 Singapour	150 Singapore	į	
Divers (preciser les pays)	Misc. (precise countries)		
citore (pressor ins pays)	· · · · · · · · · · · · · · · · · · ·		
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Total EXTREME ORIENT	: Total ASIA	o	
TOTAL EXTREME ONIEM	, IOIAI AGIA	٥	
MOYEN ORIENT	MIDDLE EAST		
100 Turquie	100 Turkey		
101 Liban	101 Lebanon		
102 Jordanie	102 Jordan		
103 Israel	103 Israel	18.000	TRUPHARM
105 Arabie Seoudite	105 Saudi Arabia	10,030	HOPHANN
106 Irak	106 Iraq		
107 Iran	107 Iran	1	1
108 Afghanistan	108 Afghanistan	Ì	
109 Syrie	109 Syna	1	
	111 Koweit		
111 Koweit	1		
112 Yemem	112 Yemen -		}
115 Emirats Arabes Unis	115 Emirates Arab United		
152 Inde	152 India		
154 Pakistan	154 Pakistan]
155 Bengladesh	155 Bengladesh		
Divers (preciser les pays)	Misc. (precise countries)		į
			
		1	ŀ
Total MOYEN ORIENT	Total MIDDLE EAST	18,090	
TOTAL MOTEN OFFICE	TOTAL MILDOCE EAST	10,030	
AFRIQUE	AFRICA		1
230 Ethiopie	230 Ethiopia	1	
240 Maroc	240 Morocco		İ
250 Egypte	250 Egypt	Į.	
253 Afrique Sud	253 South Africa	3 118	MERCK SOUTH AFRICA
254 Nigena	254 Nigena	5,110	יייייייייייייייייייייייייייייייייייייי
Divers (preciser les pays)	Misc. (precise countries)		1
Divers (preciser les pays)	Bermuda		
	Dettions		
		1	}
Total AFRIQUE	Total AFRICA	3,118	1
1940 / (1300 C	100071111071	3,110	ì
AUSTRALIE	AUSTRALIA		†
550 Australie	550 Australia	ł	
551 Nouvelle Zelande	551 New Zealand		1
Total AUSTRALIE	Total AUSTRALIA	0	
EXPORT non AFFECTE	EXPORTS non ALLOCATED		1
		ŧ	l
TOTAL	TOTAL	20 000 027	4
TOTAL	TIVIAL TOTAL	20,980,037	<u> </u>

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State 15 15 15 15 15 15 15 1																
State Stat		Ave Price	Ave Price	Ave Price	Aug 199/ Ave Price	Sep 1997 Ave Price	Oct 1997 Ave Price	Nov 1997 Ave Price	Dec 1997 Ave Price	Jan 1998 Ave Price	Feb 1998 Ave Price	Mar 1998 Ave Price	Apr 1998 Ave Price	12 Month Ave Price		Reforecast Ave Price
	EY PRODUCTS															
Marie Mari	CETYLCYSTEINE	20		•	;	;										
Main 15.65 20.59 13.75	18110-104 10ml	270.18-	12 62	0 40	10.53	15.07	14.56	16.35	13.81	9.66	10.84	11.14	12.17	13.18	11.43	
Main Main	18130-10% 30ml	19.60	29.48	15.35	12.46	20.08	17.40	27.93	1, 62	15.13	2, 0 <u>7</u>	4.54	10.18	16.30	7.97	
11.70 12.63 12.64 12.72 12.7	18204-20% 4m]	14.98	13.79	11.14	11.35	15.67	14.12	15.23	10.64	8.39	14.26	14.49	11.01	12.62	9.61	
MIT DOSE MIT DO	8210-20% 10ml	11.79	12.63	10.95	12.45	12.37	9.71	14.97	10,36	12.22	14.92	10.48	10.93	11.58	7.87	
MIT DOSE MIT DO	6200-20% 100ml	26.89	26.09	23.72	14.74 31.81	18.02 17.65	22.65 15.31	17.38 7.18	24,40 22,17	17.32 21.75	19.48 43.69	25.08 27.28	17.00 19.86	19.41 22.80	18.35 22,55	
1,13	BUTEROL UNIT DOS 9700 - 0.083% 30															
1.0834 3	9733-0.0834 3ml	7.78 9.19	9.03 8.62	7.57 6.99	8,20 8,08	8.35 8.65	7.32 8.08	6.85	5.38	6.54	6.51	6.88 7.61	6.99	7.09	6.19	
1,659.3 1,659.4 1,65	9760-0.083% 3m] 69703 - 0.083% 3		17.71	18.41	16.62	17.21	16.94	16.50	15.86	15.52	14.85	15,94	14.90	16.52	14.09	
Kit 4.48 4.55 3.95 4.54 4.87 4.09 3.74 2.73 3.37 2.94 3.10 2.82 3.93 Refill 3.55 3.56 3.65 3.26 4.64 4.87 4.09 3.74 2.73 3.37 2.94 3.10 2.82 3.93 UUTTIOOSE 4.97 4.73 4.50 6.90 6.90 6.90 6.90 6.90 6.90 4.57 4.20 5.90 6.90 6.90 6.90 6.90 6.90 6.90 6.90 6	69760 - 0.083\$ 3 9550 Genpharm 9450 Genpharm			20.40					20.40				8.50 20.40	8,50 20,40	8.00 19.25 2.40 2.40	
ULITIDOSE 200 4.97 4.73 4.50 4.60 5.17 5.10 4.57 4.22 3.89 4.49 4.21 4.20 4.20 6.90 6.90 6.90 4.20 4.20 4.20 6.90 6.90 6.90 4.20 4.20 6.90 6.90 6.90 4.20 4.20 6.90 6.90 6.90 6.90 6.90 6.90 6.90 6.9	BUTEROL MOI 3317-MDI Kit 3327-MDI Refill	4.48 3.55	4.55 3.56	3,95 3,65	4.84 3.25	4.87 3.62	4.09 3.21	3.74	2.73 3.41	3.37	2.94 3.03	3.10 4.41	2.82 3.22	3.93	3.12	
FRUP SML 16 4.79 6.48 6.90 6.90 6.90 6.90 6.90 6.90 6.90 6.90	3VTEROL MULTIDOSE 9620 - 5% 200		4,73	4.90	4.60	5.17	5.10	4.57	4.32	3.89	4.49	4.21	4.33	4.50	4.05	
ONE AQ NASAL SONE SONE DIUN (2ML 50 20.93 24.01 i6.19 17.66 15.48 i8.00 15.70 17.27 i6.46 17.08 17.54 17.85 (2ML 120 42.51 40.32 42.10 35.13 35.51 34.67 37.56 26.81 34.79 31.84 36.88 34.73 35.56 BROWINE RECHART SOLITION S	BUTEROL SYRUP 9516-24G/SML 16	4.79	6.48	6.90			6.90		4.20	-	6.90	6.90		6.61		
PHONE 20.08 20.93 24.01 16.19 17.66 15.48 18.00 15.70 17.27 16.46 17.08 17.54 17.85 17.85 26.81 34.79 31.84 36.88 34.73 35.56 8RCHIZE 42.51 40.32 42.10 35.13 35.51 34.67 37.56 26.81 34.79 31.84 36.88 34.73 35.56 8RCHIZE Genph 7.25 18.17 16.81 16.11 17.75 18.05 13.62 15.48 16.13 15.43 16.30 16.63 77.51 21.75 20.64 20.29 15.61 19.40 19.05 17.90 17.76 20.50 15.61 19.40 19.05 17.90 17.76 20.50 15.61 19.40 19.05 17.90 17.75 20.50 15.61 19.40 19.05 17.90 17.75 20.50 15.61 19.40 19.05 17.90 17.75 20.50 15.61 19.40 19.05 17.90 17.75 20.50 15.61 19.40 19.05 17.90 17.75 20.50 17.75 17.75 18.71 18.	CLOMETHASONE AQ N eclomethasone	MSAL													15.00	
BRCMIDE Genph * 25 20.46 20.45 20.45 20.51 21.75 20.64 20.29 15.61 19.40 19.05 17.76 20.50 \$ 40.54 40.70 41.94 19.40 19.40 19.40 19.65 17.90 17.76 20.50 \$ 40.60 \$ 40.70 41.70 41.94 19.51 19.40 19.65 17.90 17.76 10.50 17.76 10.50 17.76 10.50 10	740LYN SODIUM 3902-2046/24L 60 3912-2046/24L120	20,08 42.51	20.93	24,01 42.10	16.19 35.13	17.66 35.51	15.48 34.67	18.00 37,56	15.70 26.81	17.27 34.79	16.46 31.84	17.08 36.88	17.54	17.85	15.00	
\$ 30 \$ 60 47.82 47.53 45.28 40.54 40.49 41.70 41.94 38.51 37.19 38.01 38.14 38.35 40.06 \$ 3m1 7.69 7.13 7.85 7.75 7.74 7.75	WIROPIUM BROMIDE batropium Genph 3503-0.02% 25		20.45	18.17	16.81	16.11	17.75	18,05	13.62	7. 88		15.43	6	ž.	2.5 6.5	
1.19 7.69 7.13 7.85 7.75 7.74 7.75 7.75 7.863	3533-0,02% 30 3560-0.02% 60	47.82	47.53	45.28	27.51 40.54	21.75 40.49	20.64	20.29	15.61	19.40	19.05 38.01	17.90	17.76	20.50	17.96	
7 7 7 6 7 7 6 7 7 7 7 7 7 7 7 7 7 7 7 7	.SOETHARINE 66103-0.08% 3ml 66003-0.13% 3ml	7.69	7.13	7.85	7.75	7.78	7.74	7,75		7.75				7.63		

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Fig. 1, 1997 Jun 1597 Jun 1597 Jun 1597 Sep 1597 Cert 1597 New 1397 Jun 1598 Fee 1700 Fig. 2												
7.19 6.90 7.36 6.24 6.34 6.20 7.48 6.17 7.51 1.05 7.28 6.55 6.34 6.20 7.18 7.72 6.37 7.51 1.01 1.02 6.55 6.34 6.36 7.78 6.39 6.37 7.52 6.39 6.39 6.39 6.39 7.52 6.39 6.39 7.52 6.39 6.39 7.51 7.52 6.39 6.39 7.51 7.52 6.39 6.39 6.39 7.13 7.52 8.54 7.02 7.52 8.54 7.02 7.54 7.31 7.51 7.51 7.52 8.54 7.51 7.52 8.53 2.90 2.90 8.70 2.70<	\vdash		\vdash	Nov 1997 Ave Price	Dec 1997 Ave Price	Jan 1998 Ave Price	Feb 1998 Ave Price	Mar 1998 Ave Price	Apr 1998 Ave Price	12 Month Ave Price	Budget Ave Price	Reforecast Ave Price
7.15 6.90 7.36 6.24 6.34 6.20 7.48 6.17 7.51 7.05 7.18 6.24 6.34 6.29 7.18 6.17 7.51 7.05 7.28 6.34 6.89 7.18 7.22 6.24 6.39 1.051 10.24 6.31 4.80 6.34 7.32 7.22 6.26 6.39 7.86 6.39 6.31 4.80 4.35 7.31 7.31 7.31 7.31 7.31 7.31 7.31 7.31 7.31 7.31 7.31 7.31 7.31 7.31 7.31 7.31 7.31 7.31 7.31 7.32 6.26 7.32 6.26 7.32 8.25 23.00 7.32 6.20 7.32 6.20 7.32 7.13 7.31 7.32 7.13 7.32 7.13 7.32 7.13 7.13 7.13 7.13 7.13 7.14 7.22 7.13 7.14 7.22 7.22 7.22 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>												
9.01 8.49 6.11 4.57 7.98 5.64 7.02 7.50 6.59 7.16 10.21 10.24 6.33 7.45 8.14 7.49 8.34 7.30 8.35 7.36 7.31 8.37 7.31 7.31 7.31 7.31 7.32 7.32 7.32 7.32 7.32 7.32 7.32 7.32		6.34 5.89	6.20	7.28	6.17	7.51	6.21 6.71	6.89 6.72	6.11 6.78	6.76 6.82	6.25	
9.01 10.24 6.11 4.57 7.98 5.64 7.05 7.50 6.88 7.50 10.91 10.24 6.11 4.57 7.98 5.64 7.05 7.50 6.88 7.50 7.50 7.50 7.50 7.50 7.50 7.50 7.50			,		i	,	:	;	,		,	
28.12 28.08 28.55 23.93 28.22 32.00 22.00		7,98	5.64	7.02	S 5	86.9	7.27	7.56	7.16	7.21	2.75 66.7	
6.99 6.93 6.73 7.54 7.31 8.77 7.13 28.16 6.13 6.14 4.46 4.45 4.71 5.24 5.30 7.10 7.28 28.16 5.13 4.94 4.46 4.45 4.71 5.24 5.32 7.10 7.28 28.16 18.87 28.46 28.91 27.66 27.38 27.76 27.94 28.42 28.17 28.18 28.52 29.93 27.16 27.94 28.42 28.12 28.18 28.25 29.93 27.16 27.39 27.16 28.42 28.12 28.18 28.25 29.93 28.22 29.00 6.20 27.34 28.42 28.12 28.18 28.25 29.93 28.22 29.00 22.00 27.38 27.16 28.42 28.12 17.17 4.24 4.39 7.71 4.21 23.20 22.20 22.00 22.20 22.86 4.14 <		5.50	4.45	9.23	8 C	7.51	7.23	7.57	8.07	7.7	7.23	
28.15 5.31 4.94 4.85 4,71 5.24 5.32 5.30 4,99 28.03 28.04 28.66 23.92 28.13 26.97 27.16 27.19 27.16 28.53 27.02 18.07 28.46 28.91 27.06 27.38 27.16 27.94 28.45 28.12 28.12 28.27 27.38 27.76 27.94 28.42 28.12 28.28 28.29 23.20 25.00 29.00 26.20 28.12 28.12 28.22 29.93 28.22 29.00 26.20 26.20 28.12 28.22 29.93 28.22 29.20 22.00 22.00 26.20 4.14 4.00 8.26 9.32 10.61 7.43 7.61 21.65 4.14 4.00 8.26 9.32 10.61 7.43 7.61 9.39 10.66 4.14 4.00 8.26 9.32 10.61 7.43 7.61		7.54	7.3	8.27	7.01	7.26	6.47	6.60	7.75	7,12	7.25	
28.12 28.08 28.55 23.92 28.13 28.99 27.16 28.53 28.12 28.08 28.55 29.93 28.22 27.38 27.76 27.39 28.22 28.12 28.08 28.55 29.93 28.22 27.20 26.20 13.15 11.72 10.62 13.17 4.53 5.41 13.66 12.85 7.66 4.14 4.00 8.26 1.70 5.44 .89 7.77 5.70 .08- 2.28 1.32 0.7 1.34 3.90 5.30 2.53 3.31 2.49 2.06 1.70 5.44 .89 4.70 5.70 .08- 2.29 1.32 0.7 1.44 1.12 .64 2.15 3.75 2.05 1.64 2.65 30.62 3.11 2.28 1.38 2.13 1.18 2.70 1.33 1.10 3.11 2.28 1.38 2.13 1.18 2.70 1.33 1.10 3.11 2.28 1.39 2.13 1.18 2.70 1.33 1.10 3.11 2.28 1.39 2.13 1.18 2.70 1.33 1.10 3.11 2.28 1.39 2.48 2.89 7.13 3.81 3.10 5.90 5.00 5.00 5.00 6.40 3.11 3.11 2.28 1.39 2.13 1.18 2.70 1.33 1.10 3.11 3.11 2.12 1.12 1.12 2.13 1.13 1.11 1.11		4.71	5.24	5.32	5.30	4.99	5.53	5.35	5.19	5.20	4.42	
28.12 28.08 29.00 6.20 6.20 6.20 6.20 6.20 6.20 29.00 26.68 29.00 20.00 26.68 29.00 20.00		28.13 27.66	26.97 27.38	27.99	27.16	28.53 28.42	28.60 28.42	28.03 27.60	28.36 28.29	27.69 27.90	25.00 25.00	
28.12 29.00 6.23 6.23 6.23						٠.		6			ć	
28.12 28.08 28.55 29.93 28.22 32.20 32.20 20.08 5.00 13.15 11.72 10.82 13.17 4.53 5.41 13.06 12.85 10.08 2.08 17.13 13.06 12.85 10.08 2.08 17.13 13.06 12.85 10.08 2.08 17.13 13.06 12.85 10.08 2.08 17.13 13.06 12.85 10.08 2.08 17.13 13.06 17.13 11.13 11.13 11.14 11.12 11.14 11.15 11.14 11.15 11.14 11.15 11.14 11.15 11.14 11.15 11.14 11.15 11.14 11.15 11.18 11.18 11.19 11						4		3.30		3.30	2.53	
29.00 26.68 28.12 28.08 28.55 29.93 28.22 32.20 32.20 32.20 13.15 11.72 10.02 13.17 4.53 5.41 13.66 12.85 7.66 4.14 4.00 8.26 9.32 10.61 7.83 7.61 9.39 10.08 2.28 3.32 0.7 1.34 3.90 5.30 2.53 3.81 2.69 2.05 1.09 1.181 17.48 8.48 3.76 21.49 2.65 2.05 1.45 2.51 1.44 1.12 6.49 2.15 3.75 1.60 1.60 2.65 30.62 2.00 5.00 5.00 15.99 7.13 3.78 11.90 17.50 15.99 18.63 2.99 7.13 11.90 17.50 15.99 18.63 2.99 7.13 11.90 17.50 15.99 18.63 2.99 7.13 11.90 17.50 15.99 18.63 2.99 7.13 11.90 17.50 15.99 18.63 2.99 7.13 11.80 5.79 7.89 3.51 7.89 3.81 29.00 3.79 4.89 3.51 7.89 3.81 29.00 5.00 5.00 5.00 13.94 3.78 29.00 7.10 7.80 13.91 7.80 29.00 3.79 7.80 13.91 4.19	u			2		20.0	20.5	20.5	6 14	15	1 SE	
28.12 28.08 28.55 29.93 28.22 32.20 32.20 32.20 13.15 11.72 10.62 13.17 4,53 5,41 13.86 12.85 7.66 4.14 4.00 8.26 9,32 10.61 7,83 7,61 9,39 10.08 2.28 3.32 .07 1.34 3,90 5,70 .08- 7 .08- 2.28 3.32 .07 1.34 3,90 5,30 2.53 3,91 10.08 2.28 3.32 .07 1.34 3,90 5,30 2.53 3,91 2.64 2.69 5.60 1.70 1.34 3,90 5,30 2.53 3,91 2.64 3,90 5,30 2.53 3,91 10.08 3,91 2.64 3,90 5,30 2.53 3,13			29.00	3	29.00	26.68	2	24.94	23.49	26,10	19.77	
28.12 28.08 28.55 29.93 28.22 32.20 32.20 32.20 13.15 11.72 10.82 13.17 4.53 5.41 13.86 12.85 7.66 4.14 4.00 8.26 9.32 10.61 7.83 7.61 9.39 10.08 2.28 3.32 0.7 1.34 3.90 5.30 5.30 0.88 2.15 11.72 10.85 17.11 15.87 77 5.70 0.88 2.15 17.11 15.87 77 6.13 13.77 2.69 16.87 5.41 11.81 17.48 8.48 3.76 21.49 2.16 17.11 15.87 11.12 2.89 3.75 2.18 10.58 16.72 2.69 10.18 11.81 17.48 8.48 3.76 21.49 2.16 11.81 17.48 8.48 3.76 21.49 2.10 11.81 17.81 17.82 2.89 3.0.62 2.89 3.0.62 2.89 3.0.62 2.89 17.50 13.39 17.50 13.39 13.30 2.39 17.50 13.39 13.39 2.30 2.31 17.50 15.39 18.63 2.39 13.39 3.78 3.81 2.39 13.39 3.38 3.38 3.38 3.38 3.38 3.38 3.38							85.00	٠		85.00	34.01	
28.12 28.08 28.55 29.93 28.22 32.20 32.20 32.20 13.15 11.72 10.28 13.17 4.53 5.41 13.66 12.85 7.66 4.14 4.00 8.26 9.32 10.61 7.83 7.61 9.39 10.06 4.24 4.00 8.26 9.32 10.61 7.83 7.61 9.39 10.06 2.28 3.32 0.7 1.34 3.90 5.30 2.53 3.81 2.28 3.32 0.7 1.34 3.90 5.30 2.53 3.81 2.28 3.32 0.7 1.34 3.90 5.30 2.53 3.81 2.69 1.68 1.71 14.4 1.12 1.49 1.44 2.65 1.68 1.67 2.51 1.33 1.10 2.15 1.16 1.18 2.70 1.33 1.10 2.15 1.28 1.50 2.69 30.62			23.00			21.85	23.00	20.93		22.22	12.00	
28.12 28.08 28.55 29.93 28.22 32.20 32.20 32.20 13.15 11.72 10.82 13.17 4.53 5.41 13.66 12.85 7.66 4.14 4.00 8.26 9.32 10.61 7.83 7.61 9.39 10.08 4.14 4.00 8.26 9.32 10.61 7.83 7.61 9.39 10.08 2.28 3.32 0.7 1.34 3.90 5.30 2.53 3.81 2.28 3.32 0.7 1.34 3.90 5.30 2.53 3.81 2.65 16.87 5.41 11.81 17.48 8.48 3.76 21.49 2.65 2.05 1.45 2.51 1.44 1.12 6.4 3.76 2.15 3.75 1.45 2.51 1.44 1.12 6.4 3.6 2.15 3.75 1.45 2.51 1.44 1.12 6.4 6.4							•				375.00	
28.12 28.08 28.55 29.93 28.22 32.20 32.20 32.20 13.15 11.72 10.82 13.17 4.53 5.41 13.66 12.85 7.66 4.14 4.00 8.26 9.32 10.61 7.83 7.61 9.39 10.08 4.14 4.00 8.26 9.32 10.61 7.83 7.61 9.39 10.08 2.28 3.32 0.7 1.34 3.90 5.30 2.53 3.81 2.28 3.32 0.7 1.34 3.90 5.30 2.53 3.81 2.65 16.87 5.41 11.81 17.48 8.48 3.76 21.49 2.65 16.87 5.41 11.81 17.44 1.12 6.4 3.76 21.49 2.15 3.75 1.45 2.51 1.44 1.12 6.4 3.6 2.44 3.81 3.81 3.81 2.15 3.14 1.18 2.70<												
DMG 100		28.22	32.20 5.41	32.20 13.86	32.20 12.85	32.20 7.66	32.20	32.20 13.08	32.20	30.23	7.50	
OME 100 4.94 2.06 1.70 5.44 .89 .77 5.70 .08- Mar 100 2.28 3.32 .07 1.34 3.90 5.30 2.53 3.81 Mar 100 2.28 3.32 .07 1.34 3.90 5.30 2.53 3.81 Ar 100 2.69 16.87 5.41 11.11 15.87 .77- 4.21 13.77 25K5 100 2.69 1.45 2.51 11.44 11.12 .64 25K5 100 2.15 3.75 1.48 2.13 1.18 2.70 1.33 .10 25K5 100 3.11 2.28 10.58 16.72 2.69 .64 <td< td=""><td></td><td>10.61</td><td>7,83</td><td>7.61</td><td>6.39</td><td>10,08</td><td>10.64</td><td>7.17</td><td>8,60</td><td>8.03</td><td>7.50</td><td></td></td<>		10.61	7,83	7.61	6.39	10,08	10.64	7.17	8,60	8.03	7.50	
4.94 2.04 .75 .73 .61 .01- 2.28 3.32 .07 1.34 3.99 5.70 .08- 2.28 3.32 .07 1.34 3.90 5.70 .08- 2.44 6.76 6.70 17.11 15.87 .77- 4.21 13.77 2.69 16.87 5.41 11.81 17.48 8.48 3.76 21.49 2.65 2.05 1.45 2.51 11.44 1.12 .64 2.15 3.75 1.38 2.13 1.18 2.70 1.33 .10 3.11 2.28 10.58 16.72 2.69 2.86 30.62 .64 3.10 5.00 5.00 5.00 .64 .14 .28 11.09 17.50 15.99 2.85 30.62 .8 5.00 5.00 5.00 .64 .13 .19 11.99 17.50 15.99 13.94 3.78 11.90 23.45 10.68 3.45 10.68 2										:		
4,54 2,00 3,70 5,44 6,76 3,70 5,70 1,33 1,10 7,70 7,70 1,33 1,10 7,70 7,70 1,33 1,10 7,70 7,70 1,33 1,10 7,70 7,70 1,33 1,10 7,70 7,70 1,33 1,10 7,70 7,70 1,33 1,10 7,70 7,70 1,13 1,10 7,70 1,13 1,10 7,10 <th< td=""><td></td><td>.73</td><td>19:</td><td></td><td>- 5</td><td></td><td>4.00</td><td></td><td></td><td>6. 9</td><td></td><td></td></th<>		.73	19:		- 5		4.00			6 . 9		
2.69 3.32 .07 1.34 3.50 2.53 3.51 2.69 16.87 5.41 11.11 15.87 7.7- 4.21 13.77 2.69 16.87 5.41 11.11 17.48 8.48 3.75 21.49 2.15 2.05 1.45 2.51 1,44 1.12 6.49 2.15 3.75 2.51 1,44 1.12 6.4 2.15 3.75 2.51 1,44 1.12 6.4 3.11 3.75 2.51 1.44 1.12 6.4 3.11 3.16 2.13 1.18 2.70 1.33 .10 3.16 3.56 3.65 3.0.62 .69 .64 .70 .70 3.00 5.00 5.00 5.00 2.61 10.10 4.14 .28 11.09 17.50 15.99 18.63 2.99 7.13 .78 13.90 13.19 11.58 15.92 6.		50.0		2.70	9 2		ή. 	17:1	06.7	e e		
2.69 16.87 5.41 11.81 17.48 6.48 3.76 21.49 2.15 2.05 1.45 2.51 1,44 1.12 3.76 21.49 2.15 3.75 2.28 1.98 2.13 1.18 2.70 1.33 .10 3.11 2.28 1.98 2.13 1.18 2.70 1.33 .10 9.56 3.76 11.68 11.69 2.85 30.62 5.00 5.00 5.00 5.00	_	15.87	2.30	4.23	13.77			14.99		6.24		
2.65 2.05 1.45 2.51 1.44 1.12 .64 2.15 3.75 .50 .50 1.33 .10 3.11 2.28 1.98 2.13 1.18 2.70 1.33 .10 9.96 37.56 11.69 11.69 2.85 30.62		17,48	9,49	3,76	21.49			13.11		9,43		
2.15 3.75 3.11 2.28 1.98 2.13 1.18 2.70 1.33 .10 3.11 2.28 10.58 16.72 2.85 30.62 9.96 37.76 11.69 2.85 30.62 5.00 5.00 5.00 4.14 17.07 79.54 17.76 18.19 2.61 10.10 4.14 11.99 17.50 15.99 13.34 3.78 13.90 13.19 11.58 15.92 6.90 13.94 3.78 18.80 23.79 29.00 3.45 10.68 2.31 .17 4.25 4.88 3.51 7.87 3.81 4.19		1.4	1.12		7 9.			4.05	5.89	1.58		
3.11 2.26 1.58 2.13 1.18 2.70 1.33 .10 9.96 37.56 11.68 11.69 2.85 30.62 .10 5.00 5.00 5.00 .64 3.64 .13 .28 17.07 79.54 17.76 18.19 2.61 10.10 4.14 .28 11.99 17.50 15.99 18.63 2.99 7.13 13.90 13.19 11.58 15.92 6.90 13.94 3.78 18.80 23.79 29.00 3.45 10.68 2.31 .17 4.25 4.88 3.51 7.87 3.81 4.19		S: :		;	;			3.75	ć	0.5		
9.96 37.26- 11.68 11.69 2.85 30.62 5.00 5.00 5.00 .64 .64 .64 17.07 79.54- 17.76 18.19 2.61 10.10 4.14 .28 11.99 17.50 15.99 16.99 7.13 13.90 13.19 11.58 15.92 6.90 13.94 3.78 18.80 23.79 29.00 3.45 10.68 2.31 .17 4.25 4.88 3.51 7.87 3.81 4.19		2.69	0//2	1.33	a.		3.13	9.35	8	4.15		
5.00 5.00 5.00 .64 17.07 79.54- 17.76 18.19 2.61 10.10 4.14 .28 11.99 17.50 15.99 18.63 2.99 7.13 .13 13.90 13.19 11.58 15.92 6.90 13.94 3.78 18.80 23.79 29.00 3.45 10.68 2.31 .17 4.25 4.88 3.51 7.87 3.81 4.19		2,85	30.62	•				10.12		1.66		
17.07 79.54- 17.76 18.19 2.61 10.10 4.14 .28 11.99 17.50 15.99 18.63 2.99 7.13 13.90 13.19 11.58 15.92 6.90 13.94 3.78 18.80 23.79 29.00 3.45 10.68 2.31 .17 4.25 4.88 3.51 7.87 3.81 4.19		99.	:					5.00		1.62		
11.99 17.50 15.99 18.63 2.99 7.13 13.90 13.19 11.58 15.92 6.90 13.94 3.78 6.75 29.00 3.45 10.68 23.13 .17 4.25 4.88 3.51 7.87 3.81 4.19		2.61	10.10	4.14	.28			23,40		92		
2.31 .17 4.25 4.88 3.51 7.87 3.81 4.19		2.99	7.13	, 95.			61.31	19.00		4.63		
18.80 23.79 29.00 3.45 10.68 2.31 .17 4.25 4.88 3.51 7.87 3.81		6.	5.48	2.72			21.61	6.75		2.26		
2.31 .17 4.25 4.88 3.51 7.87 3.81	29,00	3.45	10.68					29.00		4.67		
		3.51	7.87	3.81	4.19			1.68-		4.05		

ONFIBENTIAL

Dey Laboratories, L.P∵ 1998 Average Price - Shelf Cartons April 1998

May 1997	<u> </u>	Jul 1997	Aug 1997	Sep 1997	Oct 1997	Nov 1997	Dec 1997	Jan 1998	Feb 1998	Mar 1998	Apr 1998	12 Month	Budget Ave Price	Reforecast Ave Price
Ave Price	Ave Price	Ave Price	Ave Price	Ave Price	Ave Price	Ave Price	Ave Price	AVE PETCE	Ave Price	AVE PFICE	300 1		`	4
DEY PHARMA PRODUCTS														
EPIPEN											;	5		
030101CAN-Canada			17.84			17.84					18.44	18.03		
030201CAN - 0.15			19.53					20.16	,	,		T .	51,03	
030100-EpiPen Trn		2.95	1.59	2.95	2.95	2.95	2.95	1.66	1.79	2,95	1.73	7:4	1.0	
030101~0.3MS 1		26.85	28.23	30.05	27.64	28.82	28.44	28,52	28.61	28.54	21.11	S. 19.		
030101MTXT - 0.3			16.65	16.65	16.65			17.04	!		17.04	16.77		
030101RMTXT - 0.3				16.03					16.03			10.03	:	
030201MTXT - 0.15			16.65	16.65	16.65			17.04				16.75	R	
030201-Jr 15mg 1		26.23	27.40	29.04	28.24	28.57	28.33	28.11	28.66	28.78	27.96	28.18	5	
030300 EPI EZ Pen						1.75				1	;	1./5	50.2	
030301-EZ .3MG		27.04	29.20	29.94	24.83	23.97	30,80	27.35	29.26	30.59	32.94	28.20	00.62	
030401-EZ JR 15mg		26.76	29.14	29.55	26.88	29.33	30.00	29,66	29,57	29.45	32.69	15.82	8	
ACADOCAL														
120500 Statemen 1			18.69	18.74	18.56	18.36	18.44	19.20	18.40	18.81	20.09	18.76	16.10	
129500-000 user 1			48.08	49 05	49.42	47.69	48.18	49.34	46.19	48.52	50.13	48.39	40.52	
		C												
ASTECH PEAK FLOW METER		r				:	:	;	;	;	9	16 07	12.00	
307010-Peak Flw R		13.41	15.66	16.50	16.37	15.92	15.73	16.43	15.35	15.41	10.09	10.07	9.50	
307025-Peak Flw H			17.00		17.26	16.50	17.00	17.00			20.7	/6°C7	30,4	
ASTERN DISPOSABLE MOUTHPIEFE														
307070-Disp valve				12'19	68.00	90.09	67.84	64,50	66.53	00.00	67.23	63.20		
307075-1HAY VAIVE				3.52	35.40	36,39			32.66	35.40	35.40	31.54		
307080-Disp. 48			3,28	3.48	3.52	3,66	3.96	3,54	3.61	3,30	4.15	3.56		
307085-01sp. 500			27.86	27.17	26.14	25.32	26.04	25,99	25.27	27.48	29.20	26.35		
ACE SPACER			5	63 63	60 64	13 60	12 23	9 55	11 42	12.53	12.23	11.57	10.00	
308010-Ace Spacer		9.0	12.32	79.21	16.33	16.00	17.71) · h	7.17	1		7.75	10.00	
308025-Ace Spacer		7.75										-	:	
SPACER									,				;	
20701 Eastvent Rt													8 8	
20725 Easivent Hs													6	

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Dey Laboratories, L.P. 1998 Average Price - Shelf Cartons April 1998

4.27 3.98 3.95 4.18 Ave Price		May 1007	Jun 1997	7997 1.11.	Aug 1997	Sep 1997	Det 1997	Nov 1997	Dec 1997	Jan 1998	Feb 1998	Mar 1998	Apr 1998	12 Month	Budget	Reforecast
4,27 3,98 3,95 4,16 4,05 3,58 3,84 3,47 4,19 3,58 3,84 3,47 4,19 3,18 3,19 3,19 4,22 4,45 3,46 3,31 5,19 4,22 4,45 3,46 3,19 5,19 4,24 4,45 3,46 3,19 5,19 4,49 4,45 4,45 3,16 3,19 4,31 4,09 4,49 4,46 3,15 4,31 4,19 4,49 4,46 3,17 4,39 4,39 4,46 5,26 4,46		Ave Price					Ave Price	Ave Price	Ave Price				Ave Price	Ave Price	Ave Price	Ave Price
4,27 3,98 3,95 4,16 4,05 3,58 3,64 3,47 4,19 3,96 4,30 19,33 4,24 19,43 24,92 33,16 3,13 5,19 30,56 4,30 3,18 4,19 4,27 4,27 4,45 3,33 5,19 4,22 3,10 24,92 3,13 5,19 4,22 4,45 3,13 4,50 4,27 4,45 3,13 4,50 2,13 3,10 4,23 4,19 3,19 4,22 4,45 3,22 4,52 2,73 3,13 4,50 2,43 4,29 3,25 3,17 4,39 3,50 4,39																
4.20 3.25 3.25 4.25 3.16 38.75 38.65 33.18 4.22 4.45 3.45 38.75 38.65 33.18 4.22 4.45 3.45 38.65 33.18 4.22 4.45 3.45 31.72 45.50 28.13 4.22 4.45 3.35 31.86 33.18 4.22 4.45 3.35 31.86 33.18 4.22 4.45 3.35 31.86 33.18 4.22 4.45 3.35 31.86 33.18 4.22 4.45 3.35 31.86 33.18 4.22 4.45 3.35 31.86 4.36 4.36 4.36 4.39 4.39 4.39 4.39 4.39 4.39 4.39 4.45 2.22 4.45 2.26 4.46 5.25 4.46 4.36 4.39 4.39 4.39 4.39 4.39 4.39 4.39 4.39 4.39 4.39 4.39 4.39 4.39 4.39 4.39 4.39 4.39 4.39 4.39 <th< td=""><td>EM PHARMA PRODUCTS</td><td></td><td></td><td></td><td></td><td>00</td><td>30.6</td><td>ž</td><td>40</td><td>7 28</td><td>3 84</td><td>7.47</td><td>4.19</td><td>3,96</td><td>4.00</td><td></td></th<>	EM PHARMA PRODUCTS					00	30.6	ž	40	7 28	3 84	7.47	4.19	3,96	4.00	
4.10 1.145 18.44 19.11 20.36 19.51 24.69 33.52 31.72 45.50 28.1.3 4.22 45.50 18.44 19.11 20.36 19.51 24.69 33.52 31.72 45.50 28.1.3 4.28 4.39 4.39 4.31 4.08 4.39 18.52 31.72 31.65 28.1.3 4.28 4.39 4.39 4.39 4.39 4.39 4.39 4.39 4.39	435U1-25mcg 100				, ,	10 33	7	42.24	10.43	24 92	2 2	38.75	38.65	33.18	24.00	
18.45 18.44 19.91 20.36 19.91 24.69 33.52 31.72 45.50 28.33 28.33 29.00 4.36	43510-23IICg 1000				4.30	98.6	4.33	40	4.97	4.22	4.45	3,33	5.19	4.22	4.00	
4.33 4.04 4.75 5.13 5.22 4.55 2.73 3.85 3.55 4.38 1000 4.38 3.64 4.75 5.22 4.55 22.13 3.52 4.36 4.46 5.25 4.75 4.38 4.39 4.39 4.39 4.39 4.46 5.26 4.46 5.26 4.46 5.26 4.75 4.39 4.75 4.39 4.75 4.39 4.75 4.46 5.26 4.46 5.26 4.46 5.26 4.75 4	43610-50mcg 1000				18.45	18.44	19.91	20.36	19.91	24.69	33 52	31.72	45.50	28.33	29.00	
1000 1.00	43010-30mcg 2000 43201-25mcg 300				4.33	4.04	4.75	5.13	5,22	4.52	2.73	3.85	3.55	4.38	4.00	
100 4.36 3.96 5.25 4.15 5.20 6.96 4.46 5.25 4.76 100 4.39 3.78 5.25 4.15 20.67 28.42 51.67 28.68 4.79 37.48 5.25 100 4.39 3.78 5.22 5.32 5.40 2.68 3.78 3.74 4.39 37.48 4.39 37.48 4.39 37.48 4.39 37.48 4.39 37.48 4.39 37.48 4.39 37.48 4.39 37.48 4.39 37.48 4.39 37.48 4.39 37.48 4.39 37.48 4.39 37.79 38.01 4.39 37.75 4.39 37.79 3.40 2.68 4.43 37.75 4.39 37.79 3.80 4.75 4.75 4.39 37.79 3.80 4.75 4.75 4.39 37.79 3.80 4.75 4.75 4.21 5.79 3.80 5.05 1.03 4.75 4.75 4.73 4.75<	42710-75mcg 1000						50.95	48.91	48,91	28,02	47,55	28,18	43.98	43.59	29.00	
1000 4.39 20.64 20.67 51.67 28.42 51.67 28.68 41.79 37.48 37.48 37.48 43.90 4.39 4.45 2.68 3.78 3.78 3.78 3.78 2.22 5.32 5.49 4.45 2.68 3.78 3.78 3.78 3.78 3.78 3.78 3.78 3.78 3.78 3.78 3.78 3.78 3.78 3.78 3.80 4.39 3.78 3.80 4.39 3.78 3.80 4.39 3.78 3.80 4.39 3.78 3.80 4.39 3.77 4.49 4.41 4.49 4.41 4.49 4.41 4.49 4.41	43801-89mca 100				4.36	3.96	5.25	4.15	4.15	5.20	96.9	4.46	5.25	4.76	4.00	
4,39 3,78 5,22 5,32 5,49 4,45 2,68 3,78 3,50 4,39 100 21,08 21,08 21,91 20,96 52,45 20,40 3,78 78,33 28,01 100 4,39 3,58 4,61 5,30 2,65 4,98 32,75 4,98 32,75 4,98 32,75 4,98 32,75 4,98 32,75 4,98 32,75 4,98 32,75 4,98 32,75 4,98 32,75 4,98 32,75 4,98 3,52 4,78 32,75 4,98 3,52 4,78 32,75 4,98 3,52 4,78 32,75 4,98 3,79 3,89 5,10 5,10 5,10 4,98 3,52 4,78 5,10 <td>43810-88mca 1000</td> <td></td> <td></td> <td></td> <td></td> <td>20,64</td> <td>20.67</td> <td>51.67</td> <td>20.67</td> <td>28.42</td> <td>51.67</td> <td>28.68</td> <td>41.79</td> <td>37.48</td> <td>29.00</td> <td></td>	43810-88mca 1000					20,64	20.67	51.67	20.67	28.42	51.67	28.68	41.79	37.48	29.00	
21.08 21.08 21.08 21.01 20.98 21.91 20.98 52.45 20.40 31.29 78.33 28.01 4.98 4.98 4.98 4.98 4.98 4.98 4.98 4.99	43901-100mca 100				4.39	3.78	5.22	5,32	5.49	4.45	2.58	3,78	3.60	4.39	4.00	
100 4.39 3.56 5.58 4.61 5.34 5.40 2.65 4.56 5.41 4.98 100 21.91 22.04 55.10 22.04 30.30 30.47 44.39 32.75 100 100 4.40 3.92 5.56 5.68 6.31 4.86 3.33 4.38 35.75 4.75 4.75 4.79 3.39 4.36 3.37 4.75 4.75 5.76 5.78 3.39 4.36 3.31 4.75 5.76 4.79 3.39 4.35 3.19 4.75 4.75 4.75 5.06 5.07 4.07	43910-100mca 1000				21.08	21.08	20.98	21.91	20.98	52,45	20.40-	31.29	78.33	28.01	20.62	
1000 4.40 3.92 5.56 5.68 6.31 4.86 3.33 4.38 3.57 4.75 100 100 4.40 3.92 5.56 5.68 6.31 4.86 3.33 4.38 3.52 4.75 4.75 100 100 3.34 4.38 3.52 4.75 4.75 4.38 3.52 4.75 4.75 4.39 3.77 4.75 4.75 4.75 4.75 4.75 5.06 6.06 6.06 6.06 6.06 6.06 6.06 6.06 6.06 6.06 6.06 6.06 6.06 6.06 6.06 6.06 6.0	44001-112mcg 100				4.39	3.56	5.58	4.61	5.34	5.40	2,65	4.56	5.41	4.98	4.00	
100 1,10 1	44010-112mcg 1000					21.91	22.04	55,10	22,04	30.30		30.47	44.39	32,75	28.78	
1000 3.36 2.95 5.78 57.78 57.78 33.94 53.19 53.36 5.06 1000 21.84 21.84 22.08 22.08 29.94 43.53 31.27 111.69 1000 21.84 21.84 22.08 22.08 29.94 43.53 31.27 111.69 1000 4.41 4.08 7.50 6.52 7.15 6.44 4.72 5.77 68 5.47 1000 26.02 75.53 27.42 25.68 38.52 27.46 34.77 65.55 49.04 1000 4.49 4.03 4.22 5.33 6.93 8.84 2.44 7.80 11.00 7.18 1000 27.84 31.84 27.55 45.92 27.55 45.92 27.55 1000 27.84 34.77 58.55 45.23 27.45 1000 27.84 34.77 38.23 38.84 27.45 34.77 38.23 38.84 1000 27.84 34.82 38.84 27.55 45.92 35.15 36.64 78.23 1000 27.84 27.84 27.55 45.92 27.55 45.92 35.15 36.64 78.23 1000 27.84 27.85 27.55 45.92 27.55 1000 27.84 27.85 27.55 45.92 27.55 1000 27.84 27.85 27.55 45.92 27.55 1000 27.84 27.85 27.55 45.92 27.55 1000 27.84 27.85 27.55 45.92 27.55 1000 27.84 27.85 27.55 45.92 27.55 1000 27.84 27.85 27.55 45.92 27.55 1000 27.85 27.85 1000 27.85 27.85 27.85 1000 27.85 27.85 27.85 1000 27.85 27.85 27.85 1000 27.85 27.85 1000 27.85 27.85 1000 27.85 27.85 1000 27.85 27.85 1000 27.85 27.85 1000 27.85 27.85 27.85 27.85 27.85 27.85 27.85 27.85 27.85 27.85 27.85 27.85 27.85 27.85 27.85 27.85 27.85 27.85 27.85 27.85 27.85 27.85	44101-125mcg 100				4.40	3.92	5.56	5,68	6.31	4.86	3,33	4.38	3.52	4.75	4.00	
3.36 2.95 5.72 6.50 6.63 3.79 3.80 5.05 1.03 5.06 1000 21.84 21.84 22.08 22.99 22.08 29.94 43.53 31.77 111.69 35.12 6.04 1000 23.72 64.69 23.72 64.69 23.72 66.69 6.04 49.76 6.04 6.04 6.04 6.04 6.04 49.76 6.04 <td>44110-125mcg 1000</td> <td></td> <td></td> <td></td> <td>!</td> <td>1</td> <td>57.78</td> <td>57.78</td> <td>57,78</td> <td>57.78</td> <td></td> <td>33.94</td> <td>53.19</td> <td>53.36</td> <td>29.00</td> <td></td>	44110-125mcg 1000				!	1	57.78	57.78	57,78	57.78		33.94	53.19	53.36	29.00	
1000 21.84 21.84 22.08 22.09 22.08 29.94 43.53 31.27 111.69 35.12 61.00 100 23.00 22.00 22.00 22.00 20.04 43.53 31.27 111.69 35.12 61.00 100 23.66 23.72 64.69 23.72 35.94 47.72 6.16 6.60 6.04 49.76 61.00 68.04 49.76 61.00 68.04 49.76 61.00 68.04 49.76 61.00 68.04 40.72 6.17 6.06 5.00 5.00 5.00 5.00 5.00 5.00 5.00	44201-150mcg 100				3.36	2,95	5.72	6.50	6.63	3.79	3.80	5,05	1.03	90.5	4.00	
100 6.04 6.04 6.04 6.04 6.04 6.04 6.04 6.	44210-150mcg 1000				21.84	21.84	22,08	22.99	22.08	29.94	43.53	31.27	111.69	35.12	29.00	
1000 4.41 4.06 23.72 64.69 23.72 35.94 37.40 68.04 49.76 7 7 7 100 1000 25.02 7.16 6.44 4.72 5.77 68.54 7.70 1000 25.02 7.42 25.68 38.52 27.45 34.77 65.55 40.04 7.10 7.18 7.40 7.20 7.18 7.10 7.10 7.10 7.10 7.10 7.10 7.10 7.10	44301-175mcg 100					4.19	5.54	4.95	4.21	6.13	5.76	6.16	6,68	6.04	4.00	
100 6.52 7.16 6.44 4.72 5.77 .68 5.47 100 26.02 7.50 6.52 7.16 6.44 4.72 5.77 .68 5.47 100 26.02 75.53 27.42 25.68 38.52 27.46 34.77 65.55 40.04 6.100 4.49 4.03 4.22 5.33 6.93 8.84 2.44 7.80 11.00 7.18 27.84 27.55 45.92 51.51 96.64 78.23 6.100 27.84 27.55 45.92 27.55 45	44310-175mca 1000					23.86	23.72	64.69	23.72	35.94		37.40	68.04	49.76	29,00	
1000 26.02 75.53 27.42 25.68 38.52 27.46 34.77 65.55 40.04 6 100 100 4.49 4.03 4.22 5.33 6.93 8.84 2.44 7.80 11.00 7.18 1000 27.84 7.84 7.80 11.00 7.18 1000 7.18 27.55 45.92 2.1.51 96.64 78.23 6					4.41	4.08	7.50	6,52	7.16	6.4	4.72	5.77	8	5.47	4.00	
100 4.49 4.03 4.22 5.33 6.93 8.84 2.44 7.80 11.00 7.18 1000 1000 27.84 27.55 45.92 51.51 96.64 78.23 6 REPORT ***					26.02		75.53	27.42	25.68	38.52	27.46	34.77	65.55	40.04	29.00	
1000 27.84 91.84 27.55 45.92 51.51 96.64 78.23 6	44501-300mca 100				4.49	4.03	4.22	5.33	6.93	8.84	2.44	7.80	11.00	7.18	4.00	
						27.84		91,64	27.55	45,92		51.51	96.64	78.23	29.00	
* * * END OF REPORT * * *	Profit Split															
		* * * 15														

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Dey Laboratories, L.P. 1998 Average Price - Eaches April 1998	L.P. e - Eaches														Datt/05/98 Time:12:01:38 Pgm: SAL272
	May 1997 Ave Price	Jun 1997 Ave Price	Jul 1997 Ave Price	Aug 1997 Ave Price	Sep 1997 Ave Price	Oct 1997 Ave Price	Nov 1997 Ave Price	Dec 1997 Ave Price	Jan 1998 Ave Price	Feb 1998 Ave Price	Mar 1998 Ave Price	Apr 1998 Ave Price	12 Month Ave Price	Budget Ave Price	Reforecast Ave Price
DEY PRODUCTS															
SUPPLEASE STATES															
18104-10% 4m	1.33	1.41	1.00	88	1.26	1.21	1.36	1.15	.81	06.	.93	1.01	1.10	- 55	
18110-104 10両	-90'06	5.94-	3.16	41.07	3.55	3.13	4.62	2.97	4.11	3.28	3.18	3,39	3.43	2.66	
18130-10% 30ml	6.53	9.83	5.12	4,15	69.9	5.80	9.31	3.87	5.08	6.03	5.55	4,45	5.45	6.12	
18204-20% 4ml	1,25	1.15	.93	.95	1.31	1.18	1.27	68	.70	1.19	1.21	25.	1,05	 	
18210-20% 10ml	3.93	4.21	3.65	4.15	4.12	3.24	4.99	3.45	4.07	4.97	3,49	49.5	8.89 E	20.7	
18230-20% 30ml	7.37	6.76	9. 6	4 91	6.01	7.55	5.79	8.13	5.77	62.49	2, 20 28, 20	19.86	22,80	22.55	
18200-20% 100ml	56.89	50.09	23.72	31.61	60./1	15.61	07.7	(T.22	6/-13	5	1				
ALBUTEROL UNIT DOSE	35														
69700 - 0.083% 30			;	;	;	;	1	Š	č	ų	ä	ď	800	25	
69703-0.083% 3ml		38.	8.	E. 1	£.	8, 5	.27	22.	ć, k	6 %	6 %	92.	25	52	
69733-0.0834 3ml	F. F.	R) F	5 E	/2.	ý S	, se	5 82:	529	25.	55	23	52;	.28	.23	
A69703 - 0.0834		1	1	}				.34				.34	34	33	
A69760 - 0,083% 3			34					,34				.34	34	.32	
69550 Genpharm 69450 Genpharm															
ALBUTEROL MOT	7	4.55	20,5	4.84	4.87	4.09	3.74	2,73	3,37	2.94	3.10	2.82	3.93	3.12	
30327-MDI Refull	3.55	3.56	3,65	3.25	3.62	3.21	3.50	3.41	2.92	3,03	4.41	3.22	3.41	2.99	
ALBUTEROL MULTIDOSE	SE										;	;			/
19620 - 5% 200	4.97	4.73	4.90	4.60	5.17	5.10	4.57	4.32	3.89	4.49	4.21	4.33	4.50 0c.4	60.4	,
ALBUTEROL SYRUP				;	;	ć				9	9		19 9		
79516-2MG/5ML 16	4.79	6.48	6.90	6.90	6,90	6.99 9.99		4.20		0.30	0.90		5		
BECLOMETHASONE AQ NASAL Beclomethasone	NASAL									.•				15.00	
TREE COS IN IONNO			-												
68902~20MG/2ML 60	.33	.35	9,	.27	85.5	25.	.30	92.	65.	(2: E	.28	6. S	8.8	.25 .25	
68912-20MG/2ML120		34	.35	8	F.	62.	ξ.	77:	65.	77	ָּרָ.	cy:	7.	}	
IPRATROPIUM BROMIDE	30.														
Ipatropium Genph 68501_0 02% 25	1 R2	82	73	29	49,	.71	.72	.54	.62	59.	.62	59,	.67	9.	
68533-0.02% 30	Í	!) :	6	.73	69.	89	.52	59.	.63	9	6. i	æ :	8 0	
68560-0.02% 60	8.	62.	.75	69.	.67	69.	0.70	• •	9	.63	.	ģ)	è.	
ISOETHARINE		;	;	į	7	;	7		2				F.		
65103-0.08% 3ml 65003-0.17% 3ml	E E	28.	.32	.30		. E.	30		. E.	.33	.31	.31	98.		
METAPROTERENOL															

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713me 173me 1830:	Reforeces Ave Price																									
	Budget Ave Price		.25	80.	80.	70°	8 8	2.93	5.35	34.01	12.00			80.												
	12 Month Ave Price		.27	, 00.	90. 80.	.03	. z. z.	3,30	6,15	85.00	22.22		21.	.13	8	.95	3.38	9.43	1.58	. 27.	4.15	1.62	1.36	4.63 6.76	2.26	4.b/ 4.05
	Apr 1998 Ave Price		.24 72.	.00	. 10 80.	89.	. 76: 78:		6.14	63.43			£1.	80.		7.50			2.89	2,88		1				
	Mar 1998 Ave Price		.28 .27	90.	80. 80.	20.	જું જું	3.30	6.20	£4.34	20.93		EI.	£1. 00.	•	7.27	14.99	13.11	4.05	2.84	9.35	5.00	23.40	29.61	6.75	1.68-
	Feb 1998 Ave Price		.25	0.	.09	9. 5	75; 75;	5.01	6,20	85.00	23.00		.13	. 11.	4.00	5.99				3.15				15.12		
	Jan 1998 Ave Price		.30	.00	90. 80.	6.5	75: 75:	5.03	6.20	80.02	21.85		£1.	. 10												
i	Dec 1997 Ave Price		25. 25.	90.	.03	9.6	1 4 8		ć	65.63			EI.	60.	10:	-80.	3.81	21.49	54	.10			.28			4.19
	Nov 1997 Ave Price		.32	.00	හු ස	8 °	នៃខ្មុ		6.20				ET.	.14		5.70	2.53	3.76		1,33			4.14	3.78		3.81
	Oct 1997 Ave Price		25 26	90.	20.	20.	& &		Ş	90.40	23.00		.13	20, 80,	.63	11	5.3 7.	. 8	1.12	2.70	2	70,00	10.10	7.13	84.6	7.87
	Sep 1997 Ave Price		.25	89.	8 6	88 8	કું સું						11.	.05	.73	68	3.9	17.48	1.44	1.18	2.69		2.61	6.99	5.	3.51
	Aug 1997 Ave Price		,25 .25	90.	9.	20,	8.88		5.89				. 12	E. 80	75	5.44	1.34	11.81	2.51	2.13	16.72	6	18.19	15.92		4,88
	Jul 1997 Ave Price		.29 35.	8.	-90.	0° 5	. 55.	•					ı.	1. 80.	-12-	1.70	.0.	5.41	1.45	1.98	10.58	9.0	17.76	11.58	ŝ	4.25
	Jun 1997 Ave Price		29	80.	99	.07	જે ક્ષ						i.	.04	.41	2.06	3.32	16.87	2.05	2.28	10.58	5,00	79.54-	13.19	6,75	23.7 <u>3</u>
- Eaches	May 1997 Ave Price		.29 85.	60°	.11	70, 52	85.						.11	.04		4.94	5.28	2.69	2,65	3.11	90 0	5.00	17.07	13.90	9	2.31
Dey Laboratories, Li. 1998 Average Price - Eaches April 1998		DEY PRODUCTS	METAPROTERENOL 67803-0.4% 2.5ml 67603-0.6% 2.5ml	SODIUM CHLORIDE 82003-0.45% 3ml	82005-0.45% 5ml 83003-0.9% 3ml	83005-0.9% 5ml 83015-0.9% 15ml	64015-3% 15ml 64115-10% 15ml	THEOPHYLLINE 43101-100MS 100 43201-200MS 100	43301-300MG 100		43205-200MG 500	CUROSURF Curosurf	OTHER DEY PRODUCTS D3DO3-0.9% 3ml	81003-3ml 81005-5ml	DEY CARE 40001-50MG 100	40101-100MG 100	41201-0.125MG 100	41301-0,25MG 100	40301-20MG 100	41501-5/500 100	40505-0.25MG 500 41601-7.5/750 100	40601-0.5MG 100	41701-7.5/650 100	41505-5/500 500	40701-1MS 100	41001-10MG 100

Dey Laboratories, L.P. 1998 Average Price - Eaches April 1998

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	May 1997 Ave Price	Jun 1997 Ave Price	Jul 1997 Ave Price	Aug 1997 Ave Price	Sep 1997 Ave Price	Oct 1997 Ave Price	Nov 1997 Ave Price	Dec 1997 Ave Price	Jan 1998 Ave Price	Feb 1998 Ave Price	Mar 1998 Ave Price	Apr 1998 Ave Price	12 Month Ave Price	Budget Ave Price	Refored Ave Pri
DEY PHARMA PRODUCTS	s														
EPIPEN 030101CAN-Canada 030201CAN - 0.15 030100-EpiPen Irn 030101-0.3MS 1				19.53					20.15				19.84	21.09	
030101MTXT - 0,3 030101RMTXT - 0,3 030201MTXT - 0,15 030201-Jr 15mg 1				16.65	16.03 16.65	16.65			17.04	16.03			16.03 16.75	17.98	
030300 EPI EZ Pen 030301-EZ ,3MG 030401-EZ JR 15mg			27.04	29.20 29.14	29.94 29.55	24.83 26.88	23.97	30.80 30.00	27.35	29.26 29.57	30.59 29.45	32.94	28.20 15.82	29.00	
ACAROSAN 129580-Acarosan 1 · 129582-Acarosan 3				18.69 48.08	18.74	18.56 49.42	18.36 47.69	18.44 48.18	19.20 49.34	18.40 46.19	18.81 48.52	20.09 50.13	18.76 48.39	16.10 40.52	
ASTECH PEAK FLOW METER 307010-PEAK Flw R 307025-PEAK Flw H	ETER		13.41	15.66 17.00	16,50	16.37 17.26	15.92 16.50	15.73 17.00	16.43 17.00	15,36	16.41	15.69	15.87 15.97	13.00 9.00	
ASTECH DISPOSABLE MOUTHPIECE 307070-Disp valve 307075-14ay valve 307080-Disp. 48 307085-Disp. 500	МОИТНРІЕСЕ				67,27 3,52	68.00 35,40	36.39	67.84	64,50	66.57 32.66	68,00 35,40	67.27 35.40	63.20		
ACE SPACER 308010-Ace Spacer 308025-Ace Spacer			5.04	12.92	12.62	12.93	12.60	12.71	9.55	11.42	12.53	12.23	11.57	10.00	
SPACER 20701 Easivent Rt 20725 Easivent Hs															

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Dey Laboratories, L.P. 1998 Average Price - Eaches April 1998

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	1007	1007	1007 1007	1997	Can 1007	0-+ 1007	Nov 1997	Dec 1997	Jan 1998	Feb 1998	Mar 1998	Apr 1998	12 Month	Budget	Refore
	Ave Price	Ave Price	Ave Price	Ave Price		2	å			Ave Price	Ave Price	Ave Price	Ave Price	Ave Price	Ave Pr
EM PHARMA PRODUCTS				;	,		,	90 5		2.94	7.4.7	4.19	3.96	4.00	
43501-25mcg 100				4.2/	8.5	3.43	100	60.4	30.00	2.5	75.75	38.65	33.18	24.00	
43510-25mcg 1000				•	19.35	4 33	7 0	100	4 22	4.5	3.33	5.19	4.22	4.00	
43601-50mcg 100				5.50	20.05	5.5	97.00	10 01	24 60	25.55	31.72	45,50	28.33	29.00	
43610-50mcg 1000				10.45	10.4	4.75	5.13	5.22	52.52	2.73	3,85	3,55	4.38	4.00	
43/U1-/JMCG 100	-			3		50.95	48.91	48.91	28.02	47.55	28.18	43.98	43.59	29.00	
43407 Banca 180				4 36	3,96	5.25	4.15	4.15	5,20	5.96	4.46	5.25	4.76	4.00	
43810-88acc 1000				<u>:</u>	20.64	20.67	51.67	20 67	28.42	51.67	28.68	41.79	37.48	29.00	
43001-100mcn 100				4.39	3.78	5.22	5.32	5,49	4.45	2.68	3.78	3.60	4.39	4.00	
43910-100mcs 1000				21.08	21.08	20.98	21.91	20,98	52.45	20.40-	31.29	78.33	28.01	29.05	
				30	3,56	5.58	4.61	5.34	5.40	2.65	4.56	5.41	4.98	4.00	
44010-119mcg 1000				<u>:</u>	21.91	22.04	55,10	22.04	30.31		30.47	44.39	32.75	28.78	
44101-115mcg 1000				4.40	3.92	5.56	5.68	6.31	4.86	3,33	4.38	3,52	4.75	4.00	
44110-125mcg 1000	•			!		57.78	57.78	57.78	57.78		33.94	53.19	53,36	29.00	
44110-1230cg 1000 44201-150mcg 100				3.36	2.95	5.72	6.50	6.63	3.79	3,80	5.05	1.03	5.06	4.00	
44210-160mcg 1000				21.84	21.84	22.08	22.99	22.08	29.94	43,53	31.27	111.69	35.12	29.00	
44301-125mcg 100				<u>:</u>	4.19	5.54	4.95	4.21	6.13	5.76	6.16	6.68	6.04	4.00	
					23.86	23.72	64.69	23.72	35.94		37.40	69.04	49.76	29.00	
44401-200mrg 100				4.41	4.08	7.50	6.52	7.16	6.44	4.72	5.11	89.	5.47	4.00	
				26.02		75,53	27.42	25,68	38.52	27.46	34.13	65,55	40.04	29.00	
				4.49	4.03	4.22	5.33	6,93	8.84	2.44	7.80	11.00	7.18	4.00	
44510_300mcg_100				!	27.84		91.84	27.55	~45.92		51.51	96.64	78.23	29.00	
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The control The control		Usage	Leno	Year-to-Date	January 1001	Pebruary	March 1888	April 1888	188	June 1886	July 1	7	-	\dashv	-	1988
The companies The companie	ordering belonds		7 –	24,172,031 66	33,874,721 471	16,116,858,92 4	3,081,782,83	H 432,957 84	35,028,004,17	1000	0000	000	000	1000	000	0 001 33,674,721,47
The company The company	regiming paratre Total Gross Salas	,	MEGROSS	298,565,901.88	30,577,548,62	15,725,738,56 2	9,781,021,28 7	6,840,130 \$4								N22,924,43 <u>B 80</u>
Column		υ<	MECHORKS	144,436,116,16 (2,441,985,35) (46,878,101,51)	(4,173,162.93) (2,980.80) (4,176,143.733)	(3,271,846.80) (1,828,564.90) (5,100,411.70)	3,149,537.721 (20,195,10) 3,189,732.82)	(3,394,573 43) (1,157,25) (3,395,730,68)		[000	000	<u> </u>	100 O	000	000	(13,989,120 88) 11,852,898,05) 0 00 (15,842,018,33)
The column The	Returns Expired - Cestroyad Expired - Seturned Product Ouality Concealed barnage Describing barnage Describing barnage Customer Order Error Customer Overstox Product Recall Returns Meridan Ez Part Recall/withdrawal Fit & Handling Fee Expired Fig Perts Total Returns	ロミチロドリドンが対象を含ま		(586,034,777 (586,034,777 (586,034,777 (925,695,737 (175,226,907 (175,226,907 (175,226,907 (175,226,907 (175,226,907 (175,226,907 (175,236,907 (175,236,907 (175,236,907 (175,236,907 (175,236,907 (175,236,907)	-1 1	(6,530.48) 1728,021,171 000 (6,598.51) (8,974.40) (5,989.60) (15,610.60) (16,028.50) (16,028.50) (16,028.50) (16,028.50)	226,448 57 61,12 11,02,76 11,02,76 13,102,76 13,102,10 13,10 13,102,10 13,10 13,10 13,10 13,10 13,10 13,10 13,10 13,1	(11,741.18) (18,082.97) (14,082.89.16) (10,588.79) (10,588.79) (1,318.00) (1,318.00) (1,318.00) (1,318.00) (1,318.00) (1,318.00) (1,318.00) (1,318.00) (1,318.00) (1,318.00) (1,318.00) (1,318.00) (1,318.00) (1,318.00) (1,318.00) (1,318.00) (1,318.00) (1,318.00) (1,318.00)				<u> </u>	83.0		1000	(67,684,986 (510,841,211 (45,025,581) (27,742,531) (17,086,02) (17,086,02) (17,086,02) (17,086,02) (17,086,02) (17,086,02) (18,080,02) (18,080,02) (18,080,02) (18,080,02) (18,080,02) (18,080,02) (18,080,02) (18,080,02)
The second color	Pricing Errors Pricing Error Credit Strick Adjustment Price Directential CH W. Lot Tracking CH W. Lot Tracking	00-0	MEAD! MEAD! MEAD! MEAD!	(1,027,184 56) (535,901 45) (91,33) (59,912 75) (59,090 09)	(95,040 32) (62,518.19) 0.00 (83,000 (43),641,513	11	7,930 200 (90,849 99) 7,440 06) 5,685 68 (100,534 57)	(33,563.36) 0.00 0.00 83,463.18 50,099.82	000	1000	000	000	100.0	88	8	az a
The color The	Short-ships Day Error Mistaliver 6d Freight Co. Unable to Prove Total Short-ships	⊬⊃> 3	MEAD! MEAD! MEAD! MEAD!	(748 600 (562 400 (4,623.960 (13,334.44) (19,269 400)		88888	000 000 000 000 000	(2,666 55) 0.00 (578 00) (607,50) (1,850,05)		000	00.0	80	100.0	800	000	12,686,53 0 0 050 0578,000 (887,500 0 04,110,05]
HERODI 19,000 1	Rebates Retail Ceneric Rebates Retail Considera Homerate Rat Repates Homerate Repates a Tumover Order Source Rebates		MEREBATES MEREBATES MEREBATES MEREBATES MEREBATES MEREBATES	(8,470,981,140) (806,957,17) (1,181,480,94) (1,298,348,72) (4,978,092,04) (1,731,888,013)	0 00 (207,531,79) (593,482,96) (2,338,79) (346,120,25) (1,149,473,79)	(49,881,01) (49,881,01) 0 00 (520,714 63) 566,174 65)	(1,052,622,84) (10,113,20) (14,552,50) (577,26) 73) (541,509,15) (541,509,15)	- 1		0000	00.9	0.00	000	00:00	1000	(1,918,896 31) (289,348 10 (738,032,60) (1,224,856,87) (2,132,836,24) (2,132,836,24) (3,331,769,58)
HENWER (35,517,743,59) (6,00) (10) (10,115,00) (10) (10,115,00) (10) (10,115,00) (10) (10) (10) (10) (10) (10) (10) (Certer Lats (Deytherms) Reimbursement Special/Other adjustments Credits - Others	- 40 0		(19,816 80) 0 00 0.00 119,815 689	(82,313 35) 0 00 0 00 0 00 (62,313 35)		(255,128.74) (255,128.74) 0.00 (278,399.59)	(19,613 40) 0 00 0 00 119,613 40)		860	000	000	88	1000	0000	
HENNER (235-216-256-27-19-24-25), 258-66-1-27-27-27-28-29-19-19-20-20-20-20-20-20-20-20-20-20-20-20-20-	Total Deductions			163,367,704.391	HOIL I	(8,175,002,958	(6,751,531,16)	(5,212,774 29)	1000	000	20,0	800	8 8	000	1000	38 245 588 76 1000
HECKER (271,573,601 t.) 201,602 201,116,500 124,107,648 53) 27,275,610 124,107,648 53) 27,275,610 124,107,648 53) 27,275,610 124,107,610 1	Net Sales Freight-out unvolces Freight-out Creoil's Net AR Additions		MEINVREC MEINVREC MEINVREC MEINVREC	235,198,197,49 18,061,33 0,00 (235,216,258,82]	KARION CILVI	27,550,735,61 2,904,92 27,553,640,53	23,029,490 12] 176.61 0.00 3,029,666 73]	21,622,356 051 1,320,29 0.00 21,628,676 34	000	80	8 8	000	000	000	000	18,221.91 0.00 0.00 97,403,799.27
\$170.2689 86 27.24.15 45 6.864.425 91 (1.646.822 671 0.904	Cain Receipts: Cain Receipts 1043 Cain Receipts 1043 Cain Receipts 1040 B 0 Write-df Reclass Certain Receipts Cost. Check Rec. Cast. Check Rec.		MECASH MECASH MECASH MANUAL MANUAL MANUAL MANUAL	(\$133,517,573,601 15) (\$5,133,517 75) (\$420,090 04) (\$2,779.43) 1,108,421 88 502,238 67	= - 수 + 로 . 나뭄 '	20,621,116,50b (0 00 (511,098 94) 972,77 0 00 2,558 74 539,567 31 0 00 70,588,716 658 10	14,107,648 63) (0.00 0.00 (591,843,00) (590,35) 0.00 14,265 46 6,792 64 532 16 532 16	27,826,939,391 0.00 (626,304 02) 164.29 0.00 0.00 419,449,11 28,033,630 038		830		1000		1000	1000	(194,361,215 681 (2,282,027,30 (2,282,027,30 (2,282,027,30 (2,282,00 (2,282,
MEANTOTAL 33,814,721.47 36,116,858.838.92 1,3061,288.83 41,432,957.84 35,078.004 17 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0	Net A/R Change English Bar Distinct			33.874,721.52	2,242,137,451	6,964,923,911 43,081,782.83 4	(1,648,824 99)		35,028,00	80	80	00'0	000	00'0	000	
RAXPRINT 33,874,721.47 146,116,818.97 147,782 831.41,432,557.864 17,018 6701 6701 6701 6701 6701 6701 6701	Ending Balance Per Aging Difference		MEARTOTAL	33,874,721,47	35,116,858 92	43.081,782.83	1,432,957 84		35,028,004,17	000	000	000	0.00	000	000	
	Ralance per Aging		RAXPRINT	33,874,721.47	16,116,858.92	43,081,782 83 4	11,432,957.84	35,028,004 17	80	80	1000	900	88	80	100.0	000 1000

Dey Laboratories, K.A. 1998 Monthly Net Contribution April 1998 CONFINENTIAL

Net Sales (Cartons)

vate: 5/05/98 Time:12:03:02 Pgm: SAL251 Budgeted Margin & Actual Margin & 65 % 420,074-168,576-378,158-96,519 4,746,219 131,588 15,496 Budgeted Margin 100,718 3,515 9,856,635 136,217 1,354,194 4,238,B61 10, 823, 443 Contribution Margin FULLY ABSORBED 485-87,060 208,207 112 0 408-366-218,524 403,218-331,565-132,626-130,093 2,957,217 120,179 62,284 1,643,595 6,011,037 10,351,115 245,856 1,464,678 577,662 768,384 84,602 674,267 280 0 952 661,823 881,236 5,359,740 Total Cost Contribution Margin & Margin Of Sales 1,936,854 6,540,295 123,543 213,481 112 0 0 408-12,983,845 403,218-331,565-132,626-130,093 3,858,264 120,179 62,284 3,594,419 12,116,436 DIRECT 368,564 351,978 0 48,119 668,993 280 245,856 563,631 577,662 768,384 0 952 3,594,419 Total Cost 15,521,090 Budgeted Net Sales Dollars 291,277 7,046,868 788,540 394,289 411,000-165,000-370,000-467,090 2,191,785 4,900,250 1,246 228,057 608,497 16,282 Actual Net Sales Dollars 486-171,662 882,474 392 0 544 366-16,578,264 403,218-331,565-132,626-2,305,418 6,892,273 375,949 ,421,895 697,841 830,668 15,710,855 Administrative Fees
Medicald Rebates
Other Rebates
1,469,006 1,478,976 DEY NET SALES ALBUTEROL SYRUP
BECLOMETHASONE AQ NA
CRONDYN SKOIUM
IPPATKOPIUM BROMIDE
ISOETHARINE
METAPROTICERNOL
SCOIUM CHLORIDE
THEOPHYLLINE Mangin - Summary ALBUTEROL MDI ALBUTEROL MULTIDOSË ALBUTEROL UNIT DOSE CUROSURF OTHER DEY PRODUCTS DEY CARE DEY GROSS SALES Description DEY PRODUCTS ACETYLCYSTEINE Discounts Gross Sales (Cartons) 26,716 114,324 30 30,934 452,432 246,960 192,096 102,948 312,396

63-26,294 113,866 30 0 96 11469,006

100,754 310,566

29,635 449,464 246,790 191,686

478,976

	25.0	40 % 56 %	* 53	\$ 25	-
	4 4 4	* *	51 %	4	
10.4		wn -			4
994,135	38,880	5,580 4,487	1,059,409	36,842-	3031637
2,743,921	32,657	14,294	2,803,276	109,845- 43,938- 0 2 515 909	505 GIC 5
2,604,319	47,223	13,824	2,689,010	010 010	7,009,010
51.8	40 % 151 %	% * °	51.8	9	*
2,743,921	32,657	14,294	2,803,276	43,938-	506,616,5
2,604,319	47,223	13,824	2,669,010	000	2,589,010 2,515,909
1,765,385	163,962 163,962 0	13,950	1,984,017	45,000-	1,869,017
5,348,240	35,089 3,041-	28,118	5,492,286	109,845- 43,938- 0	5,204,919
DEY PHARMA PRODUCTS EPIPEN	853 ACAROSAN 5,247 ASTECH PEAK FLOW MET 170 ASTECH DISPOSABLE MO	2,304 ACE SPACER	239,421 DEYPHARMA GROSS SALES LESS: Discounts		I DEYPHARMA NE! SALES
230,837 EPIPEN	5,247	2,304	239,421	15	223,505 239,421 DEYPHARMA
215,263	. 5,086	2,300	223,506	52	223,506

CONFIDENTIAL

Dey Leboratories, L.... 1998 Monthly Net Contribution Margin - Summary April 1998

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> 的确研门站门钻门的记窃记窃记窃记录门张门弘门的20日前为60年,并表书文书表表表表表表表表表表表表表表表表表表表表表表表表表表 Budgeted Margin & Margin 4 Actual 6,649 6,618 5,269 15,784 2,544 1,945 83,333-11,340-11,340-11,340-5,576 12,508 13,874 54,180 8,210 10,801 681 24,512 107,206 8,133 6,669 8,133 10,650 16,190 39,936 Budgeted Margin Contribution Margin FULLY ABSORBED 2,700 3,629 3,629 2,059 1,550 1,560 1,560 1,761 1,761 1,763 1,095-2,064 1,763 1,095-1,763 1,095-1,763 1,763 1,763 1,763 1,095-1,763 1, 2,074-1,382-1,382-2,029 2,029 1,911 1,911 1,62 1,62 1,166 1,953 1,953 1,048 1, Contribution Margin & Margin Of Sales 2,074-1,382-1,382-2,700 3,629 3,629 2,059 1,560 1,149 1,200 1,200 1,200 1,200 1,200 1,095 1,761 1,095 2,591 3,415 2,591 2,064 Margin DIRECT 2,029 2,85 1,911 647 2,162 331 163 4,084 4,084 4,084 1,953 311 1,953 311 2,455 601 1,015 1,048 1,049 1,048 1,049 1 Total Cost Budgeted Net Sales Dollars 10,230 11,279 14,185 14,185 14,185 14,333 14,331 15,345 15,345 17 11,340-11,340-11,340-567,021 Net Sales Dollars 2,074-1,382-1,382-69, 103 Actual Administrative Fees Medicald Rebates 43901-100mcg 100 43910-100mcg 1000 44001-112mcg 100 44010-112mcg 1000 4410-125mcg 100 44110-125mcg 1000 4420-150mcg 100 4420-150mcg 100 4430-175mcg 100 44401-200mcg 100 44410-200mcg 1000 EM PHARMA PRODUCTS 43501-25ncg 100 43510-25ncg 1000 43611-50ncg 100 43610-50ncg 100 43701-75ncg 100 43701-75ncg 100 43801-82ncg 100 43810-88ncg 1000 44501-300mcg 100 44510-300mcg 1000 Profit Split EMPHARMA GROSS SAL Description .oss Sales (Cartons) (B) 10,448 Net Sales (Cartons) €

70 % | 8,154,197 | 12,825,842 | 11,077,291 20,980,039 | 17,923,108 | 6,305,543 | 14,674,496 1,728,845 | TOTAL ALL PRODUCTS 1,702,960

533,001

64,265

Other Rebates EMPHARMA NET SALES

10,448

10,448

(A) Agrees to Monthly Net Sales Report.

(8) "Net Sales" are net of various credit memos issued for expired products, returned goods, ect. Because these units generally can not be returned to stock and resald, it is necessary to calculate Cost of Goods Sold based on gross sales units.

REPORT * * *

* * * END OF

iOTE: All amounts on this schedule were input with cents and rounded to the nearest dollar, therefore, minor rounding errors may exist.

89 %

255, 439

41, 182-

105,447

65 %

42,151

61 %

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												•																			
ļ	Budgeted Mangin &		 	2 2	23-4	33 *	54 %	¥ 99	*	* 0		* .	8 9	* 47	0	% 0	67 %	17.8	17.8	4	4 %	0	* 0	٥ %	× 0	62 % 62 %	62 *	0 % 97 % 97 % 97 % 97 % 97 % 97 % 97 % 9	88	87.8	
	Actual Margin &	,	* ·	44.5	26-3	49 %	48 *	58 %	34 %	40	¥ 69	\$ 65	20 S	8 .	* 40	*	66 *	17 %	17.4	7.8	7.4	* 0	* 0	. *	*0	71.4	71.8	4 7 6 8	87.8	87.4	
	Budgeted Cotr Margin	,	3,436	20,41	5,323-	7,844	34,969	10,251	96,519	0	2,412,965	140,941	2,063,077	22,009	0	0	4,746,219	129, 188	131, 588	15, 496	15,496	0	0	o	0	742,560	1,354,194	2,192,366	1,772,952	4,238,861	
	Contribution Margin	1	4,414	42 047	7.906-	23,895	30,728	10,632	130,090	0	1,266,885	115,416	1,517,003	35, 135	0	0	2,957,217	115,744	120,178	62,284	62,284	0	0	0	o	867,869 775,725	1,643,594	3,056,658	2,753,525	6,011,035	
Ų	Cost	,	65,959	23,551	38,309	24,818	32,953	7,439	245,859	0	565,915	77,343	796, 339	16,015	0	0	1,464,678	557,970	577,663	768,384	768,384	0	В	0	0	349,860	651,824	447,242	396,007	881,238	_
	Cast per		11.10414	4.8/205	11.95661	5.41410	8.37231	7.59034		.61078	2.14762	3.06917	5,10003	2.66031	14800	.14800		2.33000		4.00000		00000		3,36925	_	4.90453 9.86792		,00000	4.81479		
	Margin & Of Sales	,	* 0	22.4	7 7	* 64	* 84	26 %	34 %	*	* 88	83 %	87 %	98 8	~ * 8 ~	**	87.%	17 %	1.	7.8	*	* 0	4 0	*	*0	80 80 44 44	84 %	0 6 6 6 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8	* 55	94 %	
	Contribution Margin & Margin Of Sales		4,414	25,380	7 906-	23 895	30,728	10,632	130,090	0	1,614,273	159,308	2,012,816	43,893	7/6.17	. 0	3,858,262	115,744	120, 178	62.284	62.284	0	0	0	0	1,023,332	1,936,854	3,334,327	2,994,201	6,540,293	
	Total (Cost		65,959	23,561	32,820	24 918	32,953	7,439	245,859	0	218,527	33,451	300,526	7,277	3,852		563,633	557,970	577, 663	768.384	768.384	0	0	0	0	194,397	368,564	179, 573	155,331	351,980	
	Cost per Carton		11.10414	4.87205	13 95651	5 41410	8.37231	7.59034		33078	.82930	1.32743	1.92467	1.20885	2.4690/	14800		2,33000	AODED 3	4.00000		00000		1.49112		2,72517		.00000	1.32124		-
Net Sales	Dollars		75,849	36,765	49,314	714 55	64,262	15,520	291,277	0	3,555,402	209,464	3,105,752	80,000	96,250	. c	7,045,868	775,470	788 540	394, 288	394.288	0	0	0	0	1,200,735	2, 191, 785	2,530,836	316,731	4.900.250	
Net Sales	Dollars (A)		70,373	48,941	30,403	20,403	63,681	18,071	375,949	0	1,832,800	192,759	2,313,342	51,170	31,624		4,421,895	673,714	697 841	830.668	830.66B	0	0	0	0	1,217,729	2,305,418	3,513,900	3,149,532	6.892.273	
	Description	DEY PRODUCTS ACETYLCYSTEINE	18104-10% 4ml	18110-104 10ml	18204-204 4ml	1921(1-20% 10m)	18230-20% 30ml	18200-20% 100ml	ACETYLCYSTEINE TOTAL	ALBUTEROL UNIT DOSE 69700 - 0.083% 30	69703-0.083% 3ml	69733-0.083% 3ml	69750-0.0834 3ml	A69703 - 0,0834 3	A69/60 - 0,083% 3 69550 Georgests	59450 Gennharm	ALBUTEROL UD TOTAL	ALBUTEROL MI 30317-MDI Kit	ALBITEON MIT TOTAL	ALBUTEROL MULTIDOSE	192 DOF ALBIT MAIL TIDOSE TOTA	ALBUTEROL SYRUP 79516-2MG/SML 16	ALBUTEROL SYRUP TOTA	BECLOMETHASONE AQ NA	BECLOMETHASONE TOTAL	CRCMDLYN SCOILM 68902-20MG/2ML 60 68912-20MG/2ML120	CROMOLYN UD TOTAL	IPRATROPIUM BROMIDE Ipatropium Genph 68503-0.02% 25	68533-0.02% 30 68560-0.02% 50	IPRATROPIUM TOTAL	
Sales	(Cartons) (B)				404°			_	30,934				_		1,560	0 0	1		-	1	192 096	0		0	0	71,334	-		12,924	+	+
Sales	(Cartons) (A)		5,781	4,809	2 362	4 455	3 747	910	29, 635	0	262,046	24, 556	155, 282	6,020			449,454	239,303	246, 790	191.686	191.686		0	0	0	69,436	100,754	215,556	12,885	310,566	+

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Gales		Actual	Budgeted Net Sales			DIRECT				FULLY ABSORBEU	_		
(Cartons)	Description	Dollars	Dollars	Cost per		tion	Margin 4	Cost per	Total	Contribution	Budgeted	Actual	Budgeted
1	DEY PRODUCTS	W)		נמן נמון	1500	III FI ION	20162	i i					
	66103-0.08% 3ml	0 99	90	00000	0.0	D C	** 001	00000	90	0 0	00	100 4	& *
, ,	ISOETHARINE TOTAL	486-	0	Panan'	0	486-	100 %	anno.	0	486	0	100 %	* 0
026,6	METAPROTERENOL 67803-0.4% 2.5ml 67603-0.6% 2.5ml	60,097	67,162 160 805	1.67575	16,623	43,474	72 *	3.04135	30,170	29,927	38,925	5.15 5.13	\$8 \$ \$09
	METAPROTERENDY TOTAL	171,662	228,057	1.07.02	48,119	123,543	71.8	3,000	84,603	87,059	136,217	\$ 05	\$ 09
	SODIUM CHLORIDE 82003-0,45% 3ml	2.850	3.161	6.80000	3.060	210-	7.4	00008	3,060	210-	421	7	13 %
	82005-0,45% 5ml	1,407	740	6,80000	1,156	251	18 %	6,80000	1,156	251	94	17 %	13 %
	83003-0.94 3ml	587,626	429,336	6,14000	448,527	139,099	24.\$	6.14000	448, 527	139,099	69,569	23 *	16 *
	83005-0.9% 5m3	222,452	157,624	6.14000	177,200	45,252	20 %	6,14000	177,200	45,252	26,191	% % 02 %	17.
11,478	83015-0.9% 15ml	59,610	13,661	3,18000	36,500	23,110	39 *	3.18000	36,500	411	4,043	8 ~	2 ° °
_	14115-108 15ml	288.5	1.825	8.23781	857	2.028	70.4	24.92825	2,593	292	183	10 %	10.8
$\overline{}$	SOBJUM CHLORIDE TOTA	692,474	608,497		668,995	213,479	24 %		674,269	208,205	100,718	23 %	17 *
	THEOPHYLLINE 43101-100MS 100	=	808	2 40000	G	-	*	2 40000		G	131	0	22 *
	43201-200MG 100	. 0	2.656	2.80000	0	0		2,80000	0	0	662	* 0	25 %
	43301-300MG 100	110	7,902	3,75000	83	42	38 *	3.75000	52	24	2,513	* B	32 %
	43305-300MG 500	282	1,020	17.80000	214	89	24 ×	17.80000	214	89	77	24 4	eo 5
0 0	43310-300MG 1000	9 0	2,756	31.00000	• •	0 0	* *	31.00000	5 0	30	2/0 144.	2 0	* * = = = = = = = = = = = = = = = = = =
_	THEOPHYLLINE TOTAL	392	16,282		282	110	28 %		282	110	3,515	28 %	22 %
-	CUROSURF	<	c	00000	c	-	4	00000	C C		C	* *	÷
, -	CUROSRF TOTAL		0	2000	, 0	0	*		0	0	0		40
	OTHER DEY PRODUCTS	410	c	00000	c	017	Š	00000	ď	410.	c	100	* C
	81003-3ml	35-	623	6.80000	0	35	100	6.80000	0	. g	88	100	* *
	83005-5ml	866	623	6.80000	252	46	2 2	6.80000	252	40	25	4 7,	* *
2	חתנא עבד ראשט. ועוא	2	1,040		326	07	£.		306	-on±			
0	DEY CARE TOTAL	366-	0		0	366-	100 %		0	366~	0	100 %	* 0
1,479,976	DEY GROSS SALES	16,578,264	16,467,090		3,594,431	12,983,833	78 %		5,359,752	11,218,512	10,823,443	¥ 19	99
	LESS:	910 000	000 110			010 010				403 218.	420.074-		
	Administrative Fees	331,565-	165,000-			331,565-	_			331,565-	168,576-		
	Medicaid Rebates Other Rebates	132,626-	370,000-			132,626-				132,526	3/5, 138-		
╁	DEY NET CALFC	16 710 BEG	15, 521, 090		3,594,431	12 116 424	77.8		5,359,752	10, 351, 103	9.856.635	4 59	54 %

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Circle Garcristica Coli	Net G	Gross		Actual Net Sales	Budgeted Net Sales			OIRECT				FULLY ABSORBED	0		
2. 20 OKTOSTON-LIN- NO. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1.		rtons)	Description	Dollars	Dollars	Cost per Certon		Contribution	Mangin & Of Sales	Cost per Carton	Total Cost	Contribution Margin		Actuel Margin &	Budgeted Margin %
2.8.2.00 (2000)CM-CM-CM-CM-CM-CM-CM-CM-CM-CM-CM-CM-CM-C			EY PHARMA PRODUCTS												
7.850 Originality A. S. S. S. S. S. S. S. S. S. S. S. S. S.		_	PIPEN							00000	004	101	100		30
1,0,000 1,0,			30101CAN-Canada	520,008	56,727	12.00000	338,400	181,608		12.00000	330,400	900,101	50,13	· *	3 %
1,0,0,0,0,0,0,0,0,0,0,0,0,0,0,0,0,0,0,0		_	30201CAN - 0.15	13 500	19,100	12.0000	11 253	726 5		1.43000	11.253	2.347	1.021		13 %
Vocate Discriment - 0.3 176,027 16,000 111,000	_		control part in	13,000	241 G	000055 11	1 626 927	2 216 406		11.52000	1,626,927	2.216.406	309,414	57 %	59 A
Continential Con	_		130101-0.3rts 1	170 673	48 871	11.69000	117.087	53,586	3 5	11,69000	117,087	53,586	17,614	33.4	36 %
4.0 GONDO-STATE TOTAL TO		-	ADDIDIBUTIT - D 3		c c	11.69000	C	0	* 0	11.69000	0	٥	٥	* 0	* 0
44.18 (1970) 4.18 (1970) 4.18 (1970) 4.18 (1970) 5.10 (1974) 5.15		_	130201MIXI - 0 15		21 992	11.69000	. 0	0		11.69000	a	•	7,927	* 0	36 %
130 120		_	130201-1h 15md 1	1 204 403	212 764	11.57000	510.654	643,749	80	11.57000	510,654	693,749	120,597	57.8	57 %
0.0000012_0.08 0.0000000000000000000000000000000			130201-27 23/03 1	0	6,753	1.37000		0	0	1.37000		0	2,204	* 0	33 %
Control Cont		_	130301-F7 3MG	311.581-	667.116	12.45000	-	311.581-	100 %	12.46000	0	311,581-	392,218	100 %	\$ 55
139 KCARDSAN 17.00 1.252 1.263 45 k 11.0000 1.263 1.			30401-£7 JR 15mg	-95. 196-	195,663	12.46000	-	92,196-	100 %	12,46000	0	92,196-	115,036	100 %	29 %
159 Carbon 1, 259 1, 2		\vdash	PIPEN TOTAL	5,348,240	1,765,385		2,604,321	2,743,919			2,604,321	2,743,919	994,135	21.8	\$ 95
1.31 (12952)-decreases 1		ļ	CARDSAN	S. C.		0000	003	696 3		11 00000	1. 529	1.263	2,206		\$0 %
65,172 ONDIGE-PREAK FLAN NET 12,275 37,682 9,0000 46,584 13 4,13 9,0000 46,584 12,203 16,393 16,37 41 4 5,0000 46,584 12,203 39,890 16,37 41 4 5,10000 46,584 12,203 39,890 40 4 5,34 5,30000-8,41 1,27 5 307000-8,41 1,27 5 3			29560-Acarosan 1	26/25	28 242	28 40000	20 562	15,735	2 2	28.40000	20,562	15,735	14,121	43 %	20 %
A	1	+-	CABOSAN TOTAL	20 080	22 653	2000	22 091	16, 998	43 %		22,091	16,998	16,327	43 %	8
1.5 30.705-Feak Fight 1.275 37.607 37.			STECH PEAK FLOW MET 07010-Peak Flu R	78,605	126,360	9.00000	46,548	. 32,057	41 %	00000.6	46,548	32,057	38,880	40 %	31.4
5,247 ASTECH WITEN TOTAL 2,230 ASTECH DISPOSABLE MD 2,230 ASTECH DISPOSABLE MD 2,30		-+	07025-Peak FIW H	1,2/5	37,602	3.00000	5/9	200	* *	3.0000	200	733 00	Oab ac	9	20 %
STECH DISPOSABLE PO	_	_	STECH METER TOTAL	79,880	163,962		47,223	32,657	*		47,223	36,027	noo' pr	0.01	5
18 307035-11ay valve 5,659- 0 23,70000 119 5,818- 102 k 23,70000 119 5,818- 102 k 23,70000 119 5,818- 102 k 23,70000 119 5,818- 102 k 23,70000 119 2,818- 102 k 23,70000 12,818- 102 k 23,70000 13,824- 14,294 14,2			STECH DISPOSABLE MD 07070-Disp valve	1,480	a	42.0000	924	556		42.00000	924	556		37.4	4
118 170	1		07075-1way valve	-669'5	a	23.70000	119	5,818-		23.70000	577	2010.0		707	
17.0 KATECH MOLINPOET TOTA 3,041- 0 1,557 4,598- 151 k 1,557 4,598- 151 k 1,557 4,598- 151 k 1,557 4,598- 151 k 1,557 4,598- 14,294 14,294 14,294 14,294 14,294 14,294 14,294 14,294 14,294 14,294 14,294 14,294 15,280 150 k 1,557 1,557 1,557 1,557 1,557 1,557 1,557 1,557 1,557 1,557 1,598-			07080-01sp. 48	730	9 6	2.01552	238	210	4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4	2550.7	276	454		62.4	
2,304 ACE SPACER 2,304 ACE SPACER 2,304 ACE SPACER C 3,304 ACE SPACER		┰	STELL MOUTHOUR TOTA	3 043-		2005	255.1	4.598-			1,557	4,598-	0		4 0
0 33025-Ace Spacer 0 750 6,00000 0 6,00000 13,824 14,294 50 % 14,294 5,580 50 % 2,304 Ace Spacer 2,000 0 0 0 0 0 2,000 0 0 0 0 0 2,000 0			CE SPACER 08010-Ace Spacer	28,118	13,200	6.00000	13,824	14,294		6.00000	13,824	14,294	5,280	- 05°	5 *
SPACER C 20701 Easivent Rt C 20701 Easivent Rt C 20702 Easivent Rt C 20702 Easivent Rt C 20703 Easivent Rt C	1		08025-Ace Spacer	0 01. 00	750	6,00000	0 800	10 204	* *	0,0000	13.824	14,294	5,580	20 %	\$ 5
0 2025 Easivent Rt 0 4,800 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	\perp	_	חב שנשרבע וחושר	66779	nes les		130.61	127111							
0 20225 Easivent Hs 0 4 800			PACER 0701 Easivent Rt	٥	3,267	00000	0	0	*	00000	0 (2,087	**	* 49
O SPACER TOLAL 239,421 DEVINARNA GROSS SALE 5.492,286 1.984,017 2.689,016 2.803,270 51.4 2.689,016 2.689,016 2.689,016 2.689,016 2.689,016 51.4 LESS: Official Relates 43,938- 45,000- 0.00-		_	0725 Eastvent Hs	0	4,800	00000	0	0	* 0	00000	5		7 400	2	2 4
239,421 DEFPHARMA GROSS SALE 5,492,2EG 1,984,017 2,689,016 2,803,270 51.4 2,689,016 2,803,270 1,059,409 51.4 LESS: LESS:	\downarrow	\rightarrow	PACER TOTAL		8,06/		3	3	2		3	2	ή. -	2	
LESS: Discounts 133,584- 133,584- 109,845- 109,8			EYPHARMA GROSS SALE	5,492,286	1,984,017		2,689,016	2,803,270	51 4		2,689,016	2,803,270	1,059,409	51.5	53 %
Discounts 133,584- 50,000- 133,584- 109,845- 40,920- 109,845- 109,		_	ESS:									•	3	,	
Administrative rees 109,443- 20,000- 43,938- 45,000- 43,938- 43,938- 36,842- 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0			Discounts	133,584-	50,000-			133,584-	•			133,584-			
Other Rebates 6 9 0			Medicald Rebates	43,938-	45,000-			43,938-	•			43,938-			-
			Other Rebates	0	0			O				0	0		

Dey Laboratories, L.r. 1998 Monthly Net Contribution Margin April 1998

Dey Laboratories, L.r.. 1998 Monthly Net Contribution Margin April 1998

June: 3/05/98 Time: 12:03:00 Pgm: SAL250

Net	Gross		Actual	Sudgeted			DIRECT				FULLY ABSORBED	0		
Sales	Sales		Net Sales	Net Sales										
(Cartons)	(Cartons)	Description	Dollars	Dollars	Cost per	Total	Contribution Margin &	Margin &	Cost per	Total	Contribution	Budgeted	Actual	Budgeted
3	(B)		(A)		Carton	Cost	Mangin	Of Sales	Carton	Cost	Margin	Cutr Margin	Mangin &	Margin &
		EM PHARMA PRODUCTS												
1,128	1,140	_	4,729	10,230	1.78000	2,029	2,700	57 %	1.78000	2,029	2,700	5,576	57.8	55.4
8	38	43510-25mcg 1000	1,469	18,414	7.50000	285	1,184	81 %	7.50000	285	1,184	12,508	80	*83
1.058	1,068	_	5,540	25,575	1.79000	1,912	3,628	65 %	1.79000	1,912	3,628	13.874	₹ 99	54 %
982	85	43510-50mcg 1000	3,867	74,166	7.62000	548	3,219	83.4	7.62000	648	3,219	54,180	83 ★	73.\$
1,188	1,188	43701-75mcg 100	4,221	15,345	1.82000	2,162	2,059	4 64	1.82000	2,162	2,059	. 8,210	48 %	54 %
43	43	43710-75mcg 1000	1,891	14,833	7.70000	331	1,560	82 %	7.70000	331	1,560	10,801	B2 %	73 %
336	336	43801-88mcg 100	1,763	1,279	1,83000	615	1,148	65 %	1.83000	615	1.148	681	65 A	53 %
21	21	43810-88mcg 1000	878	9,271	7.77000	163	715	81 *	7.77000	163	715	6,724	81.1	73 %
2,244	2,232	43901-100mcg 100	8,070	46,034	1.83000	4,085	3,985	4 6 4	1.83000	4,085	3,985	24,512	49 %	53.4
54	54	43910-100mcg 1000	4,230	148,331	7.85000	454	3,806	* 06	7.85000	454	3,806	107,206	₩ 68	72 %
336	336	44001-112mcg 100	1,818	15,345	1.84000	618	1,200	¥ 99	1.84000	618	1,200	8,133	¥ 99	53.4
23	21		932	9,271	7.94000	167	765	82 %	7,94000	167	765	699'9	82 %	72.4
1,055	1,056		3,714	15,345	1.85000	1,954	1,760	47.4	1.85000	1,954	1,760	8,133	47.4	53.5
33	33		2,074	14,833	7.98000	311	1,763	85 %	7.98000	311	1,763		85.4	72.8
1,320	1,320		1,360	30,690	1.86000	2,455	1,095-		1.86000	2,455	1,095-		80 - %	53.4
75	75	44210-150mcg 1000	8,377	55,625	8.02000	602	7,775		8.02000	602	7,775		92 %	72.
540	540	44301-175ncg 100	3,606	12,787	1,88000	1,015	2,591	72.4	1,88000	1,015	2,591		71.8	52 *
- 22	57	44310-175mcg 1000	3,878	9,271	8.13000	463	3,415	* 88	8.13000	463	3,415		88	7.3
552	252	44401-200mcg 100	378	10,230	1.90000	1,049	-671-	_	1.90000	1,049	671-		177-4	52.4
36	36	44410-200mcg 1000	2,360	22,250	8,23000	296	2,064		8.23000	296	2,054	15,784	87 %	71,4
192	192	[44501-300mcg 100	2,112	5,115	1.97000	378	1,734	82 %	1.97000	378	1,734	2,544	82 %	20
19	19	44510-300mcg 1000	1,836	2,781	8,50000	162	1,674	91 %	B.50000	. 162	1,674	1,945	91.8	70.
 o	0	Profit Split	•	0	00000	0	0	* 0	00000	83,333	83,333-	83,333-	÷ 0	•
10,448	10,448	EMPHARMA GROSS SALES	69,103	567.021		22.124	46.979	67 %		105.457	36,354~	289,459	52-4	51.8
•		LESS;												
		Discounts	2,074-	11,340-			2,074-				2,074-	11,340-		
		Administrative rees	1,382-		• •		1,382-				1,382-			
	- 	Medicald Rebates	1,382-	11,340-			1,382-				1,382-			
		Other Rebates	0	0			0				0	0		
10,448	10,448	EMPHARMA NET SALES	64,265	533,001		22, 124	42,141	65 4		105,457	41,192-	255, 439	64-4	48 %
200														
1,/02,950	1,728,845	1,728,845 TOTAL ALL PRODUCTS	20,980,039	17,923,108		6,305,571	14,674,458	. 70 %		8,154,225	12.825.814	11.077.291	61.8	62 %

(A) Agrees to Monthly Net Sales Report.

"Net Sales" are net of various credit memos issued for expired products, returned goods, ect. Because these units generally can not be returned to stock and resold, it is necessary to calculate Cost of Goods Sold based on gross sales units. (8)

NOTE: All amounts on this schedule were input with cents and rounded to the nearest dollar, therefore, minor rounding errors may exist.

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DL-TX 82827

* * * END OF REPORT * * *

Dey Laboratories, L., . 1998 Year to Date Met Contribution Margin - Summary April 1998

_	_									_																
		Budgeted	Margin &		34 %	* 93	19 4	* 9	* 0	* 0	23	87.8	*0	\$ 09 \$	17 %	23 %	* 0	46	*0	¥ 99						63 %
		Actual	Mangin %		40 %	¥ 99	23 %	30	100 %	* 0	70 %	* 98	100 %	51 %	18 %	36 %	* 0	117.4	100 %	68 A						\$ 99
_		Budgeted	Margin		409,474	20,759,371	815,467	102,985	0	0	6,031,272	18,378,339	•	628,628	472,123	19,732	6	464	0	47,617,855		1,866,920-	747,459-	1,680,520-	0	43,322,956
FULLY ABSORBED		Contribution	Margin		650,003	19,457,138	630,832	190,476	-53-	0	7,391,371	29,160,006	1,507-	437,489	642,836	927	0	2,499-	5,729-	58,551,315		2,134,329-	1,569,035-	1,129,341-	0	53,718,610
		Total	Cost		963,174	9,701,953	2,093,698	3,531,856	0	0	3,055,828	4,359,996	•	405,301	2,923,164	1,629	0	4,624	0	27,041,223						27,041,223
		Margin x	Of Sales		40 %	87 %	23 %	* 0	100 %	*0	83.4	94 %	100 %	72 %	18 %	36 %	* 0	117-4	100 %	¥ 08						\$ 51
DIRECT		Contribution Margin &	Margin		650,003	25,427,664	630,832	190,476	28-	0	8,745,711	31,781,254	1,507-	612,144	674,581	225	0	2,499-	5,729-	68,703,829		2,134,329-	1,569,035-	1,129,341-	0	63,871,124
		Total	Cost		963,174	3,731,427	2,093,698	3,531,856	0	0	1,701,488	1,738,748	٥	230,646	2,891,419	1,629	0	4,624	0	16,888,709						16,888,709
Budgeted	Net Sales	Dollars			1,209,161	30,521,909	4,185,268	1,848,881	0	٥	9,761,430	21, 196, 670		1,044,376	2,700,525	85,888	0	4,984	0	72,559,092		1,813,000-	727,000-	1,632,000-	0	68, 387, 092
Actual	Net Sales	Dollars	€		1,613,177	29,159,091	2,724,530	3,722,332	28	0	10,447,199	33,520,002	1,507-	842,790	3,566,000	2,556	0	2,125	5,729-	65, 592, 538		2,134,329-	1,569,035-	1,129,341-	0	80,759,833
-		Description		DEY PRODUCTS	ACETYLCYST	ALBUTEROL	ALBUTEROL.	ALBUTEROL MULTIDOSE	ALBUTEROL SYRUP	BECLOMETHASONE AQ NA	486,090 CROMOLYN SODIUM	IPRATROPIUM BROWIDE	ISOETHARINE	METAPROTERENOL	SOOTUM CHLORIDE	THEOPHYLLINE	CUROSURF	OTHER DEY PRODUCTS	DEY CARE	DEY GROSS SALES	LESS:	Discounts	Administrative Fees	Medicaid Rebates	Other Rebates	DEY NET SALES
61055	Sales	(Cartons)	(B)		120,622	3,175,196	883,688	882,964	0	0	486,090	1,562,198	0			154	0	680	0	7,737,716 DEY GROSS		•				7,737,716
Z F	Sales	(Cartons)	3		116,647	3, 151, 493	893,354	981,666	4-	0	477,809	1,553,499	195-	124,801	485,232	154	0	320	648-	7,684,158		_				7,684,158
_		_	-+	_			_					_			_				_	_1					_ 1	1

	*	٠.	×	*	٠.	*	×	×	<u> </u>		-			ar.
	¥ 95	* 0	S	21 %	0	40 %	8	¥ \$5						52 %
ر	47 %	100 %	41.4	42 %	28 %	46 %	* 0	51 %						48 %
	7,007,328	967,856	65,308	165,360	•	35,624	67,952	7,342,572		286,080-	114,541-	257,480-	-	6.684.471
	4,741,473	967,856	67,281	129,761	8,600	50,948	0	5,965,939		267,536-	179,905-	97,823-	a	5.420.655
	5,342,495	0	94,745	174,870	21,808	59,616	-	5, 593, 534			•			5, 693, 534
	47.8	100 %	4.	42 %	28 %	46 %	**	51.4					-	48 %
	4,741,473	967,856	67,281	129,761	8,600	50,948	0	5,965,919		267,536-	179,905-	97,823-	0	5.420.655
	5,342,495	0	94,745	174,870	21,808	59,616	0	5,693,534						5, 693, 534
	12,483,508	6	130,612	774,318	0	91,560	114,197	13,594,195		340,000-	135,000-	306,000-	0	12,813,195
	10,083,968	967,856		•		110,564	0	11,659,453		267,536-	179,905-	97,823-	0	11,114,189
DEY PHARMA PRODUCTS	473,439 EPIPEN	Epi Pen Returns Proc	ACAROSAN	ASTECH PEAK FLOW MET	ASTECH DISPOSABLE MO	ACE SPACER	SPACER	540,645 DEYPHARMA GROSS SALES	ress:	Discounts	Administrative Fees	Medicaid Rebates	Other Rebates	DEYPHARMA NET SALES
	473,439	32, 101	3,950	19,430	1,789	9.636	0	540,645						474,914 540,645
_	408,208	32, 101	3,938	19,140	1,609	9,918	0	474,914						474,914

CONFIDENTIAL

Dey Laboratories, L.r.— 1998 Year to Date Net Contribution Margin - Summary April 1998

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	_	T			_	_									_		_	_				_			_	7	1	_			_	1	7
	Budgeted	Margin X	3	, 40 K	*	25	73 %	* C	73 %	S	73 %	53.%	72 %	£ 53	72 %	53 %	72 %	£ 63	72 %	* 25	71.8	51.4	71.8	\$ \$	* 0.	*	47 %			_		4.2 %	\$?
	Actual	Margin x		¥ 24	77 %	** 88	11 *	22	8	83	79 %	52 x	8 0 %	63	75 %	56 %	84 %	33	86 %	70 %	85 %	57 %	82 *	76 *	6	* 0	7.7					8	2
	P	Margin		17,115	38,408	42,592	156,345	25,200	30,618	2,089	20,651	75,249	329,116	24,964	20,708	24,964	36,915	49,699	122,594	20,411	20,559	16,172	43,000	7,810	5,358	333, 332-	607,205		34,702-	34,702-	34,702-	900	703,099
FULLY ABSORBED	Contribution	Margin		4,849	6,938	12,389	10,493	10,713	3,214	2,730	2,077	18,554	13,891	3,713	4,457	12,077	5,777	2,468	11,034	4,966	4,572	5,675	3,329	6,065	1,798	333,332-	181,553-	,	5,920-	5,219-	5,219-	2	137,141
		Cost		4.934	2,033	B,914	3,063	9,553	824	1,911	544	16,492	3,446	2,098	1,477	9,479	1,037	5,401	1,716	2,076	767	4,150	708	1,820	181	333,332	416,092					200	41b, USZ
	Arrgin &	Of Sales		50 %	77 %	28 *	77.8	53 4	8	\$ 65	79 %	53 %	80	64 %	75 %	26 %	88	31 %	87.8	71 %	85 %	28	82 %	77.4	\$ 15	0 %	64 %					1	62 %
DIRECT	Contribution Margin	Margin		4,849	6,938	12,389	10,493	10,713	3,214	2,730	2,077	18,554	13,891	3,713	4,457	12,077	5,777	2,468	11,034	4,966	4,572	5,675	3,329	6,065	1,798	0	151,779		-026'5	5,219-	5,219-	0	135,421
	Total	Cost		4 934	2,033	8,914	3,063	9,653	824	1,911	544	16,492	3,446	2,098	1,477	9,479	1,037	5,401	1,716	2,076	767	4,150	708	1,820	187	0	82,760						82,760
Budgeted Net Sales	Dollars			31,404	56,526	78,510	227,677	47,105	42,059	3,926	2B, 460	141,316	455,353	47,105	28,774	47,105	51,400	94,212	170,757	39,254	28,774	31,404	60,627	15,701	7,657	0	1,735,106		34,702-	34,702-	34,702-	0	1,631,000
Actual Net Sales	Dollars	(A)		9,783	8,971	21,303	13,556	20,366	4,038	4,641	2,621	35,046	17,337	5,811	5,934	21,556	6,814	7,869	12,750	7,042	5,369	9,825	4,037	7,885	1,985	0	234,539		5,920-	5,219-	5,219.	0	218,181
	Description		EM PHARMA PRODUCTS	43501-25mcg 100	43510-25псд 1000	43601~50mcg 100	43610-50mcg 1000	43701-75mcg 100	43710-75mcg 1000	43801-89mcg 100	43810-88mca 1000	43901-100mca 100	43910-100mcg 1000	44001-112mcg 100	44010-112ncg 1000	44101-125mcg 100	44110-125mcg 1000	44201-150mcg 100	44210-150mcg 1000	44301-175mcg 100	44310-175ncg 1000	44401-200mcg 100	44410-200mcg 1000	44501-300mcg 100	44510-300mcg 1000	Profit Split	EMPHARMA GROSS SALES	LESS:	Discounts	Administrative Fees	Medicaid Rebates	Other Rebates	EMPHARMA NET SALES
Gross	(Cartons)	(B)		2,772										1,140		5,124									22	0	38,517				-		38,517
Net	(Cartons)	(A)		2,516	27.1	4.980	402	5,160	107	949	70	9.012	439	1,140	186	5,124	130	2,904	214	1.104	86	2,184	98	924	22	0	38,022						38,022

75 % | 33,150,849 | 58,941,354 | 50,710,526 | 8,197,094 8,316,878 TOTAL ALL PRODUCTS 92,092,203 82,831,287 | 22,665,003 | 69,427,200

(A) Agrees to Monthly Net Sales Report.

(B) "Net Sales" are net of various credit memos issued for expired products, returned goods, ect. Because these units generally can not be returned to stock and resold, it is necessary to calculate Cost of Goods Sold based on gross sales units.

(C) Adjusted reserved items are compensating for the fact that nearly \$800,000 worth of estimated losses of Day Care products were expensed in 1995 as part of the reserve. Although these losses flow through the margin report in 1997, they are not considered an expense for 1997.

64 % 61 %

NOTE: All amounts on this schedule were input with cents and rounded to the nearest dollar, therefore, minor rounding errors may exist.

DL-TX 82829

* * * END OF REPORT * * *

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> Dey Laboratories, L.r... 1998 Year to Date Net Contribution Margin April 1998

															•																	
	Margin 4	φ.	41.4	62 %	17-4	2 5	2 4	34 4			* 69	* * 20 40	73.4	74 %	~ *	4 6	68	19 * 22 *	3 01	19.4	6 %	8	4 O	* 0	* 0	*	62 % 62 %	62 %	0 * 87 *	20 60	87.8	
	Actual Margin %	3-5	51.5	54 %	* ;	X :	4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4	- 무 - *			67.4	* *	. 40	71.8	***	, 4 X	60	23 *	3000	¥ 57	5.8	2.4	100 %	100 \$	* 0	% 0	70.	70.8	0 % %	89 87 87 84 84	86 ₺	
,	Budgeted Cntr Margin	20,286	61,287	130,623	19,562-	36 384	140,957	409,474		Ó	10,842,262	505,413	116,018	71,227	00	175 026 00	7/5 46/ 707	803,519	TAN 210	8.5,40/	102,985	102,985	0	0	0	0	3,392,758 2,638,514	6,031,272	9,322,123	1,371,010	18,378,339	
FULLY ABSORBED	Contribution Margin	10,024-	69, 687	235,787	10,682-	113,175	156,571	650,003		0	9,269,883	777,685	35,155	22,758		10 457 138	19,407,130	602,996	200 000	530,832	190,476	190,476	28-	28-	o	a	4,165,735	7,391,371	0	667,818	29,160,006	
ll	rote) Cost	270.697	91,614	197,023	144,627	95,830	135,938	963.174		0	4,455,959	532,415	16,015	990.6	0	0 102 0	4,/01,933	1,993,716	200	2,093,698	3,531,856	3,531,856	0	0	0	0	1,720,225	3,055,828	2,301,788	126,418	4,359,996	
	Cost per Carton	11.10414	4.87205	7.08615	11.95661	5.41410	8.37231	+cosc ,		61078	2.14762	3.06917	2.66031	5.81166	.14800	14800		2.33000			4.00000		00000		3,36925		4.90453		,00000	2.93940		
	Margin \$ Of Sales	4	52 %	54 %	** **	* 45	4° 4	40 %		* 0	87.8	* 5	2 %	88	*	2 5	% (A)	23		23 %	5 %	5.8	1001	100 4	* 0	\$ 0	80 80 ** **	83 %	0 4 4 56	* * *	2 %	
DIRECT	Contribution Margin & Margin & Of Sales	10 024-	97,687	235,787	10,682-	113,175	166,571	550 003	200	0	12,005,181	1,079,829	43,893	27, 972		0 00 000	25,427,664	602,996		630,832	190,476	190,476	28-	28-	0	0	4,930,128	8.745.711	0 16.651.070	737,412	31,781,254	
	Total Cost	£03 076	91.614	197,023	144,627	95,830	136,938	261 174 174	1111000	0	1,720,661	230,272	1,764,365	3.852	0	0	3,731,427	1,993,716		2,093,698	3,531,856	3,531,856	0	0	0	0	955,832	1.701.488	0 924,192	56,824	1,738,748	
	Cost per Carton	A1801 11	4.87205	7.08615	11.95661	5.41410	8.37231	7.59034		.33078	.82930	1.32743	1.9245/	2.46907	.14800	.14800		2,33000	2022		4.00000		00000		1.49112		2.72517		,00000	1.32124		
Budgeted Net Sales	Dollars	210 015	149,602	209,194	112,489	103,083	256,294	1 200 161	intiens!	0	15,752,564	693,620	15,619,475	96.250	0	0	30,521,909	4,130,191		4,185,268	1,848,881	1,848,881	0	0	0	0	5,486,160	9.761.430	0 10.731.810	1,584,017	21 196.670	
Actual Net Sales	Dollars (A)	673 096	189.301	432,810	133,945	209,005	303,509	1 613 177	//161014	0	13,725,842	1,310,101	51 170	31.824	0	0	29,159,091	2,596,712	15/10/10	2,724,530	3,722,332	3,722,332	28-	-B2	0	0	5,885,960	10,447,199	0 0 17.575.262	794,236	33,520,002	
	Description	DEY PRODUCTS ACETYLCYSTEINE	18110-10% 10ml	18130-10% 30ml	18204-20% 4m]	18210-20% 10ml	18230-20% 30ml	18200-204 100ml	יייי ביייי בייייי ומוטר	ALBUTEROL UNIT DOSE 69700 - 0.083% 30	69703-0.083% 3ml	69733-0.083% 3ml	69/60-0.083% 3mi	A69760 = 0.0838 3	69550 Genpharm	69450 Genpharm	ALBUTEROL UD TOTAL	ALBUTEROL MDI 30317-MDI Kİt 30337 MDI BAĞĞIT	111157 TOT 12111	ALBUTEROL MDI TOTAL	ALBUTEROL MULTIDOSE	ALBUT MULTIDOSE TOTAL	ALBUTEROL SYRUP 79516-2MG/5ML 16		BECLOMETHASONE AQ NA Beclomethasone	BECLOMETHASONE TOTAL	CROMOLYN SODIUM 68902-20M5/2ML 60 68919-20M5/2M120	CROYOLYN UD TOTAL	IPRATROPIUM BROMIDE Ipatropium Genph 68503-0.02% 25	68533-0.024 30	IPRATROPIUM TOTAL	ISOETHARINE
Gross Sales	(Cartons) (8)	976 978	18.804	27,804	12,096	17,700	16,356	120 627	450 105¢	0	2,074,836	173,472	919,308	1 560	0	Т	3,175,196	855,672	7	893,688	882,964	ı			a	0	350,742	T			_	
Net Sales	(Cartons) (A)	23 630	18,383	27,225	11,211	17,113	15,627	3,158	1101011	0	2,057,957	172,071	913,875	1.560	0	0	3, 151, 493	855,353	7000	893,354	881,666	881,666	4	4-	0	0	344,985	477,809	0	42,948	1,553,499	

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63 % 8 6 6 8 * * * * * * * * * . * * * * * * * 0 0 * 50 * 0 ¥ 99 Margin & Budgeted ¥ 99 ****** 100 % 53 ***** 51 ***** * * * * 8 8 117-4 \$ 89 Budgeted Actual Cutr Margin Margin & 9 1,866,920-747,459-1,680,520-189,711 438,917 628,628 2,509 421 317,462 116,717 32,110 1,935 969 472,123 1,899 5,251 11,155 669 1,283 525-19,732 232 464 43, 322, 956 47,617,855 31-1,507-Contribution (FULLY ABSORBED 2,134,329-1,569,035-1,129,341-461, 134 99, 865 76, 967 3, 355 1,689 642, 836 27,041,223 53,718,610 158,205 279,284 437,489 430-169-5,729-58,551,315 0 2,788 4,624 140,072 265,229 405,301 13,464 4,284 1,988,378 149,878 120,032 28,831 18,297 2,923,164 27,041,223 Tota) Cost 6.80000 6.80000 6.14000 6.14000 3.18000 24.68396 24.92825 2.40000 2.80000 3.75000 17.80000 31,00000 .00000 6.80000 6.80000 3,24082 00000 Cost per Carton 00000 79.8 74 % 72 % 72 % 300 % 31.% 100 % Contribution Mergin & Margin Of Sales \$ 117.4 117.4 100 % 80 % 31-1,476-1,507-2,134,329-1,569,035-1,129,341-221,099 391,045 612,144 1,900-430-2,499-5,729-16,888,709 63,871,124 468-294 461,134 99,865 76,967 22,850 13,939 674,581 I 4 I 4 2 3 3 3 3 3 68,703,829 DIRECT 13,464 4,284 1,988,378 749,878 120,032 9,336 6,047 2,891,419 77,178 153,468 230,646 0 2,788 4,524 0 0 16,888,709 Tota} Cost Cost per Carton 00000 1,67575 6,80000 6,80000 6,14000 6,14000 7,99352 8,23781 2.8000 3.7500 3.7500 31.0000 13.5000 .00000 99990 Budgeted Net Sales Dollars 1,813,000-727,000-1,632,000-324,561 719,815 1,044,376 17,938 3,148 1,674,640 670,853 104,921 19,350 2,700,525 2,492 4,984 7,688 18,503 13,873 8,021 11,916 5,887 85,888 68, 387, 092 72,559,092 31- 7 1,476-1,507-2,134,329-1,569,035-1,129,341-12,996 4,578 2,449,512 849,743 196,999 32,186 19,986 3,566,000 Actual Net Sales Dollars 5,729-298,277 544,513 842,790 40 90 259 1,366 255 546 2,556 1,900-1,406 2,619 2,125 00 80,759,833 85,592,538 Administrative Fees Medicald Rebates METAPROTERENOL 67803-0.4% 2.5m1 67603-0.6% 2.5m1 METAPROTERENOL TOTAL OTHER DEY PRODUCTS
03003-0.9% 3ml
81003-3mi
81005-5ml
OTHER DEY PROD, TOTA DEY PRODUCTS
1SOETHARINE
66103-0.08% 3m1
66003-0.17% 3m1
1SOETHARINE TOTAL 43101-100%5 100 43201-200%5 100 43301-300%5 100 43305-300%5 100 43310-300%5 100 43205-200%5 500 11EOPHYLLINE IOTAL Other Rebates DEY NET SALES DEY GROSS SALES 82003-0.45% 3ml 82005-0.45% 5ml 83003-0.9% 3ml 83005-0.9% 5ml 83015-0.9% 15ml 64115-10% 15ml SODIUM CHLORIDE Description SODIUM CHLORIDE CUROSEF TOTAL DEY CARE TOTAL 64015-3% 15ml THEOPHY LLINE Discounts CUROSURF Gross Sales (Cartons) 46,056 81,840 127,896 1,980 630 323,840 122,130 37,746 1,168 734 488,228 o 본 취임 7,737,716 Net Sales (Cartons) 4-191-195-44,635 80,166 124,801 1,797 514 322,337 121,327 37,417 1,133 707 485,232 7,684,158 7,684,158 648s 등 왕왕

CONFIGENTIAL

Dey Laboratories, Line 1998 Year to Date Net Contribution Margin April 1998

June: 12:05/98 Time: 12:03:05 Pgm: SAL255

Budgeted Margin & 31 \$ 0 \$ 21 \$ 8 8 8 * * * * ð \$ \$ \$ \$ * * * 50 % 50 % 52 % 54 % Actual Mangin & 100 41.4 4 4 4 4 4 4 4 4 48 % 33 \$ 1-\$ 42 \$ 58 \$ 28 \$ 46 8 46 8 8 8 0 64,229 977,086 9,816 2,419,105 656,664 7,007,328 Cutr Margin 173,351 54,331 4,084 2,506,941 142,721 8,824 56,484 65,308 286,080-114,541-257,480-165,360 49,927 18,025 67,952 165,360 35,424 1,200 36,624 ,342,572 6,684,471 Budgeted Contribution Margin FULLY ABSORBED 1,210,282-541,926-4,741,473 181,608 61,167 4,469 4,537,989 131,877 65,100 53,500 1,457,971 1,725 239-1,180 5,934 8,600 267, 536-179, 905-97, 823-967, 856 8,027 59,254 67,281 126,961 2,800 129,761 50,948 50,948 000 5,420,655 5,965,919 338,400 89,952 22,069 3,247,329 288,159 175,350 116,900 150 11,022 83,723 94,745 59,616 0 59,616 171,720 3,150 174,870 3,486 12,466 1,600 4,256 21,808 5,342,495 000 5,693,534 Total Cost 5,693,534 12.00000 12.00000 1.43000 11.57000 11.69000 11.69000 11.570000 11.37000 12.46000 11.00000 28,40000 9,00000 42,00000 23,70000 2,01552 11,02500 Cost per Carton 6,00000 12.46000 00000 Cost 100 % 100 % 42 % 43 % 47 % 4 4 100 % \$ 0 \$ * * \$ * 84 Contribution Margin & Margin Of Sales * * * 51 8 41.5 42 % 1,210,282-541,926-4,741,473 181,608 61,167 4,469 4,537,989 131,677 65,100 53,500 1,457,971 967,856 1,725 239-1,180 5,934 8,600 267,536-179,905-97,823-8,027 59,254 67,281 126,961 2,800 129,761 50,948 50,948 5,965,919 000 5,420,655 DIRECT 338,400 89,952 22,069 3,247,329 288,159 175,350 116,900 1,064,486 5,693,534 5,342,495 11,022 83,723 94,745 171,720 3,150 174,870 3,486 12,466 1,600 4,256 21,808 59,616 0 ġ 59,616 00 5,693,534 Total Cost 12.00000 12.00000 1.43000 11.57000 11.69000 11.69000 11.545000 12.46000 Cost per 11.00000 9.00000 42,00000 23,70000 2,01552 11,02500 6.00000 .00000 Carton Budgeted Net Sales Dollars 0 178,183 1,723,860 27,012 4,114,607 1,116,906 12,483,508 459,611 154,814 12,568 4,279,986 395,961 340,000-135,000-306,000-17,644 112,968 130,612 537,420 236,898 774,318 88 E 12 78,147 36,050 114,197 12,813,195 13,594,195 520,008 151,119 26,538 7,785,318 420,036 240,450 170,400 2,522,457 1,210,432-541,926-10,083,968 Net Sales Dollars 267,536-179,905-97,823-967,856 19,049 142,977 162,026 298,681 5,950 304,631 5,211 12,227 2,780 10,190 30,408 00 110,564 0 110,564 DEYPHARMA NET SALES 11,114,189 11,659,453 Administrative Fees Medicaid Rebates Other Rebates 32,101 Epi Pen Returns Proce 540,645 DEYPHARMA GROSS SALES ASTECH DISPOSABLE NO ASTECH MOUTHPOE TOTA ASTECH PEAK FLOW MEI 307010-Peak Flw R 307025-Peak Flw H ASTECH METER TOTAL 030101CAN-Canada 030201CAN - 0.15 030100-EpiPen Trn 030101-0.3MS 1 030101MTXT - 0.3 030201-Jr 15mg 1 030300 EPI EZ Pen 030301-EZ .3NG 030401-EZ JR 15mg EPIPEN TOTAL 129580-Acarosan 1 129582-Acarosan 3 ACAROSAN TOTAL ACE SPACER 308010-Ace Spacer 308025-Ace Spacer 20701 Easivent Rt 20725 Easivent Hs SPACER TOTAL DEY PHARMA PRODUC 030201MTXT - 0.15 307070-Disp valve 307075-1way valve 307080-Disp. 48 307085-Disp. 500 Description ACE SPACER TOTAL Discounts Gross Sales (Cartons) (8) 28,200 7,495 15,433 280,668 24,650 15,000 10,000 92,004 83 526 794 386 1,002 2,948 3,950 19,080 350 19,430 473,439 9,936 9,936 540,645 00 Net Sales (Cartons) 28,200 7,496 15,433 276,390 24,650 15,000 10,000 89,192 0 40,105-18,048-408,208 1,002 2,936 3,938 18,790 350 19,140 9,918 32,101 350 384 386 386 00 9,918 474,914 474,914

CONFIDENTIAL

Dey Laboratories, L.A.... 1998 Year to Date Net Contribution Margin April 1998

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	Budgeted	Margin *	•	54 ×	* 83	54 %	73.4	53.4	73.%	\$ 63	73.4		72 %	53 % S	72.%	53 %	72 %	\$ ES	72 *	52 *	7.*	51.8	71.8	50 %	70.4	*	47.8		_			43 %
	Actual	Mergin x		45	77 %	8 8	77.8	22 %	79.4	2B *	¥ 6/	25	8	63 4	75 *	2.05		31 %	* 8	¥ 0.7	88	* <i>L</i> S	82.4	¥ 92.	* 06	* 0	17-4					*-06
	Budgeted	Cotr Margin		17,115	38,408	42,592	166,345	25,200	30,618	2,089	20,651	75,249	329,116	24,964	20,708	24,964	36,915	49,699	122,594	20,411	50,559	16,172	43,000	7,810	5,358	333,332-	807,205	24 703	24,705	34,702-	34,702-	703,099
FULLY ABSORBED	Contribution	Margin		4,849	6,938	12,389	10, 493	10,713	3,214	2,730	2,077	18,554	13,891	3,713	4,457	12,077	5,777	2,468	11,034	4,966	4,572	5,675	3,329	6,065	1,798	333, 332-	181,553-	900	-026,0	-617.0	5,219-	197,911-
	Total	Cost		4,934	2,033	8,914	3,063	9,653	824	1,911	544	16,492	3,446	2,098	1,477	9.479	1,037	5,401	1,716	2,076	797	4,150	708	1,820	187	333,332	416,092					415,092
	Cost per	Carton		1.78000	7.50000	1,79000	7.62000	1.82000	7.70000	1.83000	7.77000	1.83000	7.85000	1,84000	7.94000	1.85000	7.98000	1.86000	8.02000	1.88000	8,13000	1.90000	8.23000	1.97000	8.50000	00000.						
	Margin 4	Of Sales		% 05	17.8	58 %	77 %	53 &	80 *	59 %	79.8	53 %	* 08	54 %	75.4	56 %	85 %	31 %	87 %	71 %	85 %	SB *	\$ Z8	77.4	91 %	* 0	64 %					62.8
DIRECT	Contribution Margin	Margin		4,849	6,938	12,389	10,493	10,713	3,214	2,730	2,077	18,554	13,891	3,713	4,457	12,077	5,777	2,468	11,034	4,966	4,572	5,675	3,329	6,065	1,798	0	151,779	000 3	-026.4	5,219-	5,219-	135,421
	Total	Cost		4,934	2,033	8,914	3,063	9,653	824	1,911	544	16,492	3,446	2,098	1,477	9,479	1,037	5, 401	1,736	2,076	197	4,150	708	1,820	187	0	82,760					82.760
	Cost per	Carton		1.78000	7.50000	1.79000	7.52000	1.82000	7.70000	1.83000	7.77000	1.83000	7.85000	1.84000	7.94000	1.85000	7.98000	1.86000	8.02000	1.88000	8,13000	1.90000	8,23000	1.97000	8,50000	00000						
Budgeted Net Sales	Dollars			31,404	56,526	78,510	227,677	47,105	42,059	3,926	28,460	141,316	455,353	47,105	28,774	47, 105	51,400	94,212	170,757	39,254	28,774	31,404	50,627	15,701	7,657	0	1.735.106		34,/02-	34,702-	34,702-	1.631.000
Actual Net Sales	Dollars	(A)		9,783	8,971	23,303	13,556	20,356	4,038	4,641	2, 521	35,046	17,337	5,811	5,934	21,556	6,814	7,869	12,750	7,042	5,369	9,825	4,037	7,885	1,985	0	234,539		-026'5	5,219-	5,219-	218.181
	Description		EM PHARMA PRODUCTS	43501-25mcg 100	43510-25mcg 1000	43601-50mcg 100	43510-50mcg 1000	43701-75mcg 100	43710-75mcg 1000	43801-88mcg 100	43810-88mcg 1000	43901-100mcg 100	43910-100mcg 1000	44001-112mcg 100	44010-112mcg 1000	44101-125mcg 100	44110-125mcg 1000	44201-150mcg 100	44210-150mcg 1000	44301-175mcg 100	44310-175mcg 1000	44401-200mcg 100	44410-200mcp 1000	44501-300mcg 100	44510-300mcg 1000	Profit Split	38,517 EMPHARMA GROSS SALES	LESS:	Uiscounts	Administrative Fees	Medicald Rebates	EMPHARMA NET SALES
Gross	(Cartons)	(8)		2,772	271	4,980	_	5, 304	107	1,044	20	9,012	439	1,140	186	5,124	130	2,904	214	1,104	86	2,184	_	924	22	0	38,517					38.517
Net Sales	(Cartons)	(A)		2,516	27.1	4,980	402	5, 160	107	949	70	9,012	439	1,140	186	5, 124	130	2,904	214	1,104	86	2,184	98	924	22	0	38,022			_		38,022

(A) Agrees to Monthly Net Sales Report.

8,197,094 8,316,878 TOTAL ALL PRODUCTS 92,092,203 82,831,287

(8) "Net Sales" are net of various credit memos issued for expired products, returned goods, ect. Because these units generally can not be returned to stock and resold, it is necessary to calculate Cost of Goods Sold based on gross sales units.

(C) Adjusted reserved items are compensating for the fact that nearly \$800,000 worth of estimated losses of Dey Care products were expensed in 1996 as part of the reserve. Although these losses flow through the margin report in 1997, they are not considered an expense for 1997.

33,150,849 58,941,354 50,710,525 64 %

22,665,003 69,427,200 75 %

NOTE: All amounts on this schedule were input with cents and rounded to the nearest dollar, therefore, minor rounding errors may exist.

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	May 1997	Jun 1997	ايال 1997	Aug 1997	Sep 1997	0ct 1997	Nov 1997	Dec 1997	Jan 1998	Feb 1998	Mar 1998	Apr 1998
				2			!					
DEY PRODUCTS			,									
ACETYLCYSTEINE	30 06		č.	7 84.	22, 93	22.29	29.71	16.56	15.93-	4.10-	2.18-	6.27
18110-105 1001	100,00	100.00	47.77	93,58	52,38	46.27	63.13	44.22	60.04	49.48	46.59	51,85
	63.07	100,00	53,30	41.83	59.64	58.35	74.26	38.39	52.28	11 67	11.83	5.5
18204-20% 4m]	18.37	4.35	10.70-	8.50 -05:	16.02	10,55	58.65 58.65	14.20-	-04.74	63.05	44.54	49.05
18210-20% 10ml	53.42	55.21	50.14	4.15	82°25	43.38	00.10 40.05	43.30 64.05	25.5	54.00	63.84	48.25
18230-20% 30ml	26.52	54.05	55.14	72.56	2.05 88.05	43.52	23.25-	65.03	63.04	81.43	67.55	58,83
ACETYI CYSTEINE	46.00	38.98	40.55	24.11	41.32	42.53	53.68	39.74	33.49	42.58	47.36	34.60
ALBUTEROL UNIT DOSE 69700 - 0.083% 30				1	;	;		;	5	66. 63	68.37	69.12
69703-0.0834 3ml	73.97	77.27	73.27	75.28	15.71	65.33	93.69 54.63	66.03	15.09	58.16	59.43	59.87
69733-0,083% 3ml	67.03	74.91	26.03	72.41	73.33	72,93	72.23	7.8	67.10	65,54	67.58	65.57
A69703 - 0.083% 3			:	:				70.61				23.70
A69760 - 0,083% 3 69550 Genpharm			70.52	•				71.79				16:17
69450 Genpharm	73 70	75.06	73.79	73.30	73.79	72,29	70.75	67.44	66,83	65.83	67.49	66.87
טרמט רועסר												
ALBUTEROL HOT	á	20	ξ.	33,40	33.71	21.16	13,84	11.09	28.24	17.65	24.89	17,18
30317-WI BAFFIL	16.35	16.62	18.21	8.62	17.57	5.55	11.03	25.92	9.86	13.16	40.33	18.37
ALBUTEROL MDI	27.90	29.07	18.51	32.60	33,55	20.79	13.72	11.49	27.40	17.41	52,73	17.26
SOCIET HALL TOTAL TOTAL				,								
19620 - 5% 200	- 1	15.19	18.13	11.00	21.80	21.29	12,08	7.22	3.07-	10.89	48.4	7.49
ALBUTEROL MULTIDO	19,10	15.19	18.13	8.11	21.80	21.29	12.08	7,56	1 70.0	201		
ALBUTEROL SYRUP	;	;	<i>(</i>	5	50	8		100		300.00	100,00	
79516-2MG/SML 16 ALBUTEROL SYRUP	100,00	100.00	100.00	100.00	100.00	100.00		100.00		100.00	100,00	
BECLOMETHASONE AQ NASAL	ASAL											
BECLOMETHASONE AQ											į.	
CRCMOLYN SODIUM 68902-20MG/2ML 60 68912-20MG/2ML120	77.26 78.80	78.16 77.64	80.90 78.51	71.71	74.05	70.37 72.97	74.55	70.81 64.39	71.48	69.70 68.79	70.65	71.27 71.31

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Dey Laboratories, L.P.	
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Juh Jul 1997 1997	ŀ
	80.13
_	19.51
9 89.27	90,39
100.00	100.00
	51.04 49
50.40	
_	_
	16.26 17
9.16	
36,33	36,
36.33	

OTHER DEY PRODUCTS

Dey Laboratories, L.P.	1998 Contribution Margin Trend Report	April 1998	

	Va.	Jun	Jul	Aug	Sep	ž	Nov	Oec	Jan	Feb	윱	Apr
	1997	1997	1997	1997	1997	1997	1997	1997	1998	1998	1998	1998
DEY PRODUCTS												
OTHER DEY PRODUCTS												
03003-0.9% 3m)	100,00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
81003-3ml	43.29	32.51	33.87	48.15	824.54-	182.72	34.58	44.29	5.56	278.74	30.66	90.9
81005-5ml OTHER DEY PRODUCT	21.72	73,31-	7.39-	16.64	95.74-	247.24-	6.94 4.08-	23.33	48.02-	441.98	33.14-	74.89-
				1				-				
DEY CARE												
40001-50MG 100	100.00	409.63-	143.50	178.26-	185.26-	241.90-		394,54		100.00	100,00	
40101-100MG 100	43.86	34.44-	63.47-	49.05	211.38-	288,38-	124.32	315.74		100,00	100.00	100,00
40901-54G 100	13.07-	22,13	449.14-	93.37-	28.19	51.24	2.18-	480.79-		100.00	100.00	
41201-0.125MG 100	77.58	57.87	57.50	83,36	B2.06	543.53	100.00	937.92		100.00	100,00	
41301-0.25MG 100	10.76-	82,36	45.02	74.80	82.98	64.93	38.82	546.23			100.00	100.00
40301-20MG 100	16.41-	24.92-	76.57-	1.83-	78.20-	134.29-		668.34-		100.00	100,00	100,00
40501-0.25MG 100	24.21	56.48			226.40-	100.00					100.00	
41501-5/500 100	13.09	18,32-	36.38-	26.98-	130.00-	.15-	101.38-	-68, 776		100.00	100.00	100.00
40505-0,25MG 500		15.17	15.16	45.29	233.71-	100,00					100,00	
41601-7.5/750 100	14,63	123.27	25.18	21.53	198.46-	100,00	184.00	100,00			100.00	
40601-0.5MG 100	57.28	57.28	57.28		233.75-	100,00					100,00	
41701-7.5/650 100	44.35	111.94	46.51	47.78	264.12-	5.92	129.34-	273.63-			100.00	
40605-0,5MG 500	16.70	42.91	37.54	46.39	234.01-	40.05-					100,00	
41505-5/500 500	9,34	4.47	8.81-	20.83	82,50-	142,43	233, 33-	100,00		100.00		
40701-1MG 100		55.25			231.86-	53.37					100.00	
40705-1MG 500	38.79	51.62	60.32		233,50-	7.74-					100.00	
41001-10MG 100	46.77-	892,80-	20.31	30.57	3.51	51.22	11.15	514.30-			100,00	
NEY CARE	12 69	534 41.	11 32.	21 16	127 79.	12K 7K.	702 3B.	220 65_		100.00	100.00	100.00

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DEY PHARMA PRODUCTS EPIPEN	122/	1997	1997	Aug 1997	Sep 1997	0ct 1997	Nov 1997	1997	1998	1998	Mar 1998	Apr 1998
EPIPEN						,						
030101CAN-Canada				32.73	-		32.73	,	33			34.92
030100-EofPen Tro			51.52	10.06	51.52	38.11	41.65	34.59	13.94	19.96	51.52	17.26
030101-0.3MG 1			56.92	59.01	61.33	5B.14	58,68	59.20	158.10	159.19	157.32	85.29
030101MTXT ~ 0.3				30.93	30.93	30.93			132.51	28.26		31.39
030201MTXT - 0.15				30.93	30.93	30,93			32.51			
030201-Jr 15mg 1			55.89	57.77	59.75	59.03	58.64	59.07	155.10	158.87	155,78	93.97
030300 EP1 EZ Pen 030301-F7 .3MG			55.80	29.07	60.08	51.87	100.00	100,00	100.00	100,00	99,95	100,00
030401-EZ JR 15mg			51.60	55,55	56.02	51.82	100,00	100,00	100,00	100,00	100,00	100.00
EPIPEN			55,94	52.61	59.48	53.73	31.84	46.21	137.04	157.94	181.58	79.34
ACARDSAN 129580-Acarosan 1				41.14	41.30	40.73	40,07	40,33	42.72	40.20	41.52	45.24
129582-Acarosan 3				40.93	40.89	42,53	40.37	41.05	41,69	38.51	41,39	43,35
ACAROSAN				40.96	40,95	42.27	40.33	40.99	41.81	38.73	41.41	43.48
ASTECH PEAK FLOW METER												
307010-Peak Flw R			11.96	24.57	28.42	27.86	25,82	24.91	44.11	41.14	44.89	40.78
ASTECH PEAK FLOW			11.96	25.50	26.15	28.23	25.84	24.93	44.30	41.14	44.89	40.89
ASTECH DISPOSABLE MOUTHPIECE	PIECE											
307070-D1sp valve					37.56	38.23	29.99	38.08	34.88	36.91	85.29-	37.56
307075-1way valve					565.67-	33.89	35,68			27.44	33.05	102.07
307080-01sp. 48				38.48	42.14	42.73	44.88	49.09	43.01	44.21	38.92	46.91
307085-Disp. 500				60.42	59.41	57.82	56.45	57.65	57.38	95.30 36.80	27. 28	151 15
מינים היינים היינים				13.00	2,142	2	***					
ACE SPACER								1	;	;	;	;
308010-Ace Spacer 308025-Ace Spacer			19.13- 22.58	52.65	52.45	53.60	52.29	52.87	37.07	47.36	52.01	50.63
ACE SPACER			18.07-	52.65	52.45	53.60	52.29	52.87	37.07	47.36	52.01	50,83

SPACER 20701 Easivent Rt 20725 Easivent Hs SPACER Date: 5/05/98 Time:12:03:29

	May	Jun	[of	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr 1998
	7651	7661	199/	1881	133/	1881	199/	1561	1320	2		
EM PHARMA PRODUCTS											1	;
43501-25mcg 100				58.35	55,28	54.95	56.93	56.00	50.30	40.00	35.22	97.CB
43510-25mcg 1000	'				61.20		82.24	61.40	69.90	77.31	80.64	80,59
43601-50mcs 100				58.40	54.02	58.67	55,83	64.01	57.60	59.74	46.22	65.49
43510-50mcg 1000		•		58,69	58.67	61,73	62.57	61.73	69.14	77.26	75.97	83.25
43701-75mcg 100				57.94	54.93	61.66	64.48	65.11	59.71	19.17	52.70	48.77
43710-75mca 1000						84.88	84.25	84.25	72.52	83.80	72.67	82.49
43801-88mca 100				59.07	53.79	65.16	55,87	55.87	64.79	116.04	58,95	65.12
43810-88mca 1000					62.34	62.40	84.95	62.40	72,65	84.96	72.91	81.40
43901-100mca 100				58,29	51.55	64.91	65.60	69.99	58.88 58.88	31.67	51.23	49.38
43910-100mca 1000				62.77	62.77	62,58	64.17	62.58	85.03	138.47	74.91	89.97
44001-112mcg 100				58.09	48.32	67.05	60.11	65.55	65.94	30.57	59.63	65.98
44010-112mca 1000					63.76	63.97	85.59	63.97	73.80		73.94	82.11
44101-125mcg 100				27.97	52,83	66.72	67,39	70.69	61,93	44,52	57.74	47.39
44110-125mca 1000						86,18	86.18	86,18	86.18	100.00	76.48	64.99
				44.61	37.04	67.48	71,38	71.93	50,93	51.11	63.14	80.52-
44210-150mcg 1000				63.28	63.27	63.67	65.10	63.67	73.21	81.57	74.35	92.82
44301-175mcg 100					55.10	66.08	62.03	55,36	69,35	67.36	69.46	71.84
44310-175mcg 1000			•		65.92	65.72	67.43	65,72	17.37		78.26	88.05
44401-200mca 100				56.92	53.41	74.66	70.84	73.48	70.48	59.74	50.79	177.76-
44410-200mcg 1000				68,37		89.10	86,69	67.95	78.63	70.02	76.32	87.44
44501-300mcg 100				56.10	51.08	53,35	63.05	71.57	77. 17	19.40	74.72	92.08
44510-300mcg 1000					69.46		90.74	69.14	81,49		83.49	91.20
Profit Split												
EM PHARMA PRODUCT				58.94	56,46	68.18	68.93	70,14	66,91	53.23	61.78	86,79

* * * END OF REPORT * * *

Dey Laboratories, L.P. 1998 Contribution Margin Trend Report April 1998